



# SPOTLIGHT

SEPTEMBER 2007 AMERICAN INCOME LIFE & NATIONAL INCOME LIFE VOL.40 NO.9

# on fire

highest August production  
\$8.3M

- August Accomplishments
- Praise from Our Customers
- Scott Smith - Permission to Dream Big



FROM THE DESK OF:  
**Roger Smith**  
President & CEO  
American Income Life  
& National Income Life

## The Feel-Good Movie of the Year

Ever have one of those days when nothing appeals to you more than going home, kicking off your shoes, and popping in a feel-good movie? Some film with strong characters, a great story, and an ending that is both happy and satisfying?

I believe it was Oscar Wilde who said, "Life imitates art far more than art imitates life." If this saying is true, then we can look at AIL/NILICO from a movie watcher's standpoint: our producers are our characters, our business is our story, and we are all hoping for the happy ending come month's end.

August was our feel-good month. We had great monthly performances from almost everyone in the Company; we broke several company records for both production and retention, and we netted over \$8.3 million. I cannot even begin to describe how thrilled I am to see these kinds of numbers, and I'm sure you feel a little accomplished to read that too.

When the Spotlight team asked me what I wanted to focus on for this month's issue, I felt it was crucial to congratulate everyone for their hard work in August. Not only were our production levels phenomenal, but we

also received a letter from Bernard Rapoport addressed to the World's Greatest Sales Force, as well as notes from grateful recipients of contributions the Company has made. This is *your* issue!

Like all fantastic movies, this month left us looking for a sequel. Some of you may have received Scott Smith's email about striving for a \$25 Million quarter—our best quarter in four years. I believe if everyone extends the same efforts they put forth in August, this goal will be a walk in the park. I have faith in the production team of AIL/NILICO.

I think we may have a blockbuster on our hands.

### SGA CAREER TRACK

## New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: [futuresga@aillife.com](mailto:futuresga@aillife.com).

### TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$1,100,939.65 in bonuses. For more information on the monthly bonuses, turn to Page 13.

### REQUIRED RETENTION RATE

Effective Jan. 1, 2007, to be eligible for bonuses and featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines. The rates listed below are for *Spotlight* recognition only. Net to Gross is used only during the Producer's first eight months.

Retention:	88%
Net to Gross:	78%

### LIKE OUR NEW LOOK?

Let us know! We are eager to hear what you think of the new layout for *Spotlight*. Send your feedback to [dyannazzo@aillife.com](mailto:dyannazzo@aillife.com).

### LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2008 Awards Presentation, are: the top SGA from each category, the top two PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2008 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nillife.com](http://www.nillife.com). Check your production! If there is an asterisk by your position, you could be on your way to the Westin Rio Mar Beach Golf Resort and Spa in Puerto Rico! The convention will be held May 15-18, 2008.

### DATES TO REMEMBER

**Monday, Oct. 29, 2007**  
All business and PR credits must be at the Home Office to count for October production.

### HIERARCHY AND CONTRACT CHANGES

As a reminder, hierarchy and contract changes:

- \* Must be submitted one week prior to the requested effective date.
- \* Should never be sent with Business.

The Hierarchy Change Form on the web page should be used when requesting all changes, whether it be a hierarchy change or a contract change. Please note that promotions and demotions do require a new signed contract. We need to know what will happen to all agents currently coded to the manager being promoted or demoted. Otherwise, advances for the affected agents will be delayed until we can get such confirmation.

Please make sure everyone in your office understands it is required that all changes be submitted at least one week prior to the requested effective date. If changes are submitted with earlier effective dates, the change will be guaranteed to be effective one week after receipt of the request.

Note to SGAs with multiple offices and are sending requests from one office to another: please allow sufficient time so that when the Home Office receives the request, it is received at least one week prior to the effective date of the change.

We appreciate your efforts in helping us make sure your changes get handled as expected!

### CORRECTION

Daniel Harrison was not included on our list of B's Birthday Bonus winners. His plaque and bonus check have been sent to him.



**American Income Life**  
For over half a century, American Income Life Insurance Company has been meeting union families' needs. We are a leader in the union insurance market, and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

**Home Office**  
254-761-6400

**Web Sites**  
[www.aillife.com](http://www.aillife.com)  
[www.nillife.com](http://www.nillife.com)

**Recruiting Support**  
[www.aillife.com/rms](http://www.aillife.com/rms)  
[www.aillife.com/recruiting](http://www.aillife.com/recruiting)

### SPOTLIGHT

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# Movin' On Up!

## State General Agent

Matt Flores      Darren Miller

## Regional General Agent

John Collins      Earnest Loveless      Travis Moody      Hovhan Ter-Martirosian  
 John DeRosler      Rick Mansfield      David Solomonov

## Master General Agent

Aderemi Ajasa      James Dunn      Sheryl Lanham      David Romfoe      Justin Witte  
 Stacie Amerson      Herman Fennell      Brady Larsen      Sergey Sagan  
 London Burnett      Ricardo Garavito      Mathew Mealey      David Sandoval  
 Matthew Dahler      Blake Higuchi      Orett Nelson      Athar Sheikh  
 Dustin Dunbar      David Kearns      Curtis Proebstel      Bradley Weigand

## General Agent

Alberto Alcalá      Richard Correa      Yvette Matos  
 Kevin Citizen      Alvin Hagens      Claudia Zavala

James Allen      Adrian Jefferson      Michael LiBassi      William Rose  
 Kathryn Chaisson      Rencel Jones      Delaunda Milner      Sara Welch  
 Kory Holler      Lesley Lancaster      Shain Patel

## Supervising Agent

Noel Ables	Dean Baham	Maryna Danielian	Ashlynn Orng	Karen Rodriguez
Brock Adams	Robert Brannan	Justin Holloway	Angel Platero	Lucero Solis
Jonathan Annett	Michael Castell	Roger Melton	Erna Powell	
Mohamed Abdelkader	Sapna Dhawan	Charles Hutchins	Kevin MacKinnon	Richard Sprigg
Eric Aron	Robert Drake	Vincent Johnson	Benjamin McLean	Jonathan Swink
Selina Asiatá	Nina Edmonds	Julianna Jones	Liviu Mercea	Angelina Thomas
Tasha Bell	Caleb Emerich	Keith Kirchner	Jennifer Mitchell	Brian Tittermary
Lindsay Bennett	Tyler Faligowski	Kasali Kotun	Joseph Moskwa	Rafael Urgino
Dana Beveridge	Joseph Galeski	Nila Lajoie	Fialelei Naititi	Pao Vue
Flavia Brakling	Maryse Garipey	Everett Law	Lamar Oliver	Michael Washburn
Jamie Brown	Sal Giacchi	Ryan Lebaron	Toby Potter	Terrence Wicks
Stephaan Brown	Ikumi Halverson	Dewey Lewis	Dwayne Powell	Janet Wilbur
Amy Buskas	Daniel Harrison	Keith Litterst	Tyler Ramsey	Eric Wright
Taneisha Carter	Norman Hightower	Jerell Little	Mike Rewitzer	Matt Wyss
Kristen Caskey	Stephen Hitron	Tingting Liu	Cynthia Romero	Michael Yoxtheimer
Cody Christian	Jenna Hoff	John Lucio	Jonathan Russell	
Brandon Davis	Keith Holcomb	Dwayne Luke	Norma Sauls	
Robert Decker	Aaron Hubbard	Christine MacKenzie	Betty Slaughter	

## Meet the Newest State General Agent

Darren Miller has joined our list of talented SGAs. We are sure his new and fresh perspective will make him a welcome addition to the SGA Team.



**Darren Miller**  
 St. Louis, MO

*Welcome to the Team!*

Every month, we are happy to include announcements of new office openings. As AIL/NILICO branches out, we have a better chance to help the working families in our local communities.

If you or someone in your Agency is opening a new office, be sure to let *Spotlight* know!

## The Williams-Williams Agency

We have another new office opening in Georgia. Great job, Williams-Williams Agency!

**Dublin, Georgia**

*MGA: Remi Ajasa*



**Good Luck Remi!**

# Individual Producers



1. Mark Beckford  
Edison, NJ



2. Timothy Cruise  
Redmond, WA



3. Max Quasem  
Los Angeles, CA



4. Kevin Appasamy  
Winnipeg, MB



5. Garret Kun  
Plymouth Mtg., PA



6. Wayne Fader  
Long Island City, NY



7. Bianca Zaragoza  
Phoenix, AZ



8. Greg Stewart  
Woodridge, IL



9. Filippo Havilli  
Auckland, NZ



10. Jesse Wise  
Harrisburg, PA

## August Production

Name	Net ALP	NG*	Rtn	MGA	SGA
1. Mark Beckford	\$25,228	91		Diane Carrion	Eric Giglione
2. Timothy Cruise	21,849		76.8		Altig-Orlovic
3. Max Quasem	21,156		79.5	Earnest Loveless	Cohen-Cohen
4. Kevin Appasamy	17,683		85.1		Altig-Orlovic
5. Garret Kun	17,665		81.9	Samuel Cohen	Fred Hadayia
6. Wayne Fader	16,648		81.5	Wayne Fader	Marc Rosen
7. Bianca Zaragoza	16,533		79.1	Megan Olson	Steve Hartman
8. Greg Stewart	16,321		78.8	David Wang	Bob Olson
9. Filippo Havilli	16,282	100		Jeff Ribman	Steve Friedlander
10. Jesse Wise	16,267		72.0	Brett Gryska	Durhon Oldham
11. Jose Lopes	16,155		71.9	Melanie Cohen	David Zophin
12. Aisake Otukolo	16,092	100		Jeff Ribman	Steve Friedlander
13. Edward Hanna	16,073		72.7	Edward Hanna	Tom Williams
14. Lily Tchen	15,872		72.7	Lily Tchen	Cohen-Cohen
15. John Thornton	15,890	96		Robert Dunn	Surace-Smith
16. Charles Byrd	15,666	97		Maxine Moody	David Zophin
17. Krystal Lindsay	15,619	96		Thomas Craig	Altig-Orlovic
18. Betty Slaughter	15,615	98		Kenji Leonard	Scott Sonnenberg
19. Kevin Ishikane	15,464	89		Daven Hermosura	Altig-Orlovic
20. Freida Yakubov	15,444		79.2	Ekaina Bosco	Tom Williams

## YTD Production

Name	Net ALP	NG*	Rtn	MGA	SGA
* 1. Max Quasem	\$165,654		79.5	Earnest Loveless	Cohen-Cohen
* 2. Jose Lopes	136,017		71.9	Melanie Cohen	David Zophin
* 3. Benham Halali	129,146		82.8	Christopher Stephens	Jatoft-Foti
* 4. Steven Stensrud	122,237		83.9	Steven Stensrud	Altig-Orlovic
* 5. Bianca Zaragoza	119,279		79.1	Megan Olson	Steve Hartman
* 6. Samantha Chui	117,293		80.2	Samantha Chui	Williams-Williams
* 7. Robert Ulreich	115,849		86.8	Steven Foti	Jatoft-Foti
* 8. Kevin Appasamy	112,136		85.1		Altig-Orlovic
* 9. Timothy Cruise	109,932		76.8		Altig-Orlovic
* 10. Helen Taylor	109,889		75.5	Harpreet Gujral	Altig-Orlovic
11. Stephen Bendure	108,572		71.3	Timothy Clark	Surace-Smith
12. Ruben Soberanes	106,246		70.1	Doreen Ryan-Foti	Jatoft-Foti
13. Yvonne Hernandez	104,119		84.3		Cohen-Cohen
14. Rickie Sasser	100,274		68.6	Tod Brown	Mark Hancock
15. Karen Stockwell	98,461		74.8	Megan Olson	Steve Hartman
16. Daniel Potlichio	97,575		83.4	David Wang	Bob Olson
17. Scott Remyey	97,080		82.2		Eric Giglione
18. Edward Hanna	96,531		72.7	Edward Hanna	Tom Williams
19. Mark Beckford	93,823	91		Diane Carrion	Eric Giglione
20. Shoshannah Brenner	92,754	84		Alfred Brenner	Jatoft-Foti

\*Percentage of Net to Gross

# Supervising Agents

Supervising Agent selection guidelines for recognition in the Spotlight are as follows:  
Must have one First Year Agent coded and meet all production requirements.



1. Kalisi O'Keeffe  
Auckland, NZ



2. Lita Lameko  
Auckland, NZ



3. Michael van Delft  
Halifax, NS

## August Production

Name	1st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
1. Kalisi O'Keeffe	\$45,529	\$52,612	90		Jeff Ribman	Steve Friedlander
2. Lita Lameko	29,082	29,092	93		Jeff Ribman	Steve Friedlander
3. Michael van Delft	26,882	28,326	88		Brian Allt	Imran Satti
4. Stephen Wall	24,941	33,423	80		Zachary Hart	Mat Hart
5. Jeffery Thiel	22,858	22,529	88		Timothy Clark	Surace-Smith

All Time Record to Beat  
MONTH: \$68,050 NET ALP MARY ANN GAELIC

## YTD Production

Name	1st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
* 1. Michael van Delft	\$115,252	152,712	88		Brian Allt	Imran Satti
2. Lorenzo Lameko	112,922	149,449	94		Jeff Ribman	Steve Friedlander
3. Raymond Risucci	102,626	174,399		80.7	Dorian Oldham	Durhon Oldham
4. Kalisi O'Keeffe	97,244	141,809	90		Jeff Ribman	Steve Friedlander
5. Walter Durant	89,334	143,432		79.0	Samuel Cohen	Fred Hadayia

All Time Record to Beat  
YTD: \$443,893 NET ALP MARY ANN GAELIC

# General Agents

General Agent selection guidelines for recognition in the Spotlight are as follows:  
Must have two First Year Agents coded and meet all production requirements.



1. Michael McIntosh  
Halifax, NS



2. Stephen Bendure  
Columbus, OH



3. Delaunda Milner  
Columbia, MD



4. Benjamin Foti  
Concord, CA



5. Jared Milnarich  
Troy, MI

## August Production

Name	1st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
1. Michael McIntosh	\$43,131	\$41,789	91		Harjeet Rana	Imran Satti
2. Stephen Bendure	34,118	32,902	86		Timothy Clark	Surace-Smith
3. Delaunda Milner	32,951	42,783	83		Sabrina Lloyd	Barry Dillah
4. Benjamin Foti	25,612	35,075		72.1	Cheryl Foti	Jatoft-Foti
5. Jared Milnarich	24,699	26,222		73.6	Steven King	Paul Rumbuc
6. David Montgomery	22,839	27,748	86			Matthew Hogan
7. Alvin Hagens	22,285	29,694	96		Natalie Linker	Allan Jennings
8. Kenneth Greer	21,149	29,659	92		Michael Laramie	Steve Greer
9. Kathryn Chaisson	20,536	23,222	90		Darren Miller	Joe Manone
10. Adrian Jefferson	18,988	23,943		73.6	John Hancock	Mark Hancock

All Time Record to Beat  
MONTH: \$111,262 NET ALP ERIC NEAL

## YTD Production

Name	1st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
* 1. Pamela Ladd	\$150,141	\$319,655		74.6	Dorian Oldham	Durhon Oldham
* 2. Michael Boyer	140,058	175,506		75.7	Rodney Ward	Paul Rumbuc
* 3. Richard Correa	136,269	197,347		68.6	Steven DiChiaro	Bill Jennings
* 4. Benjamin Foti	127,299	264,518		72.1	Cheryl Foti	Jatoft-Foti
* 5. Ryan Vopat	120,124	167,247	84		Michael Vasu	Surace-Smith
6. Stephen Bendure	111,789	236,841	88		Timothy Clark	Surace-Smith
7. Brandon Braun	109,550	170,768		71.9	Rodney Ward	Paul Rumbuc
8. Laura McCurry	99,849	126,139		77.3	James Bailey	Slav Bitman
9. Alex Grakhov	80,883	101,205		76	Nicholas Zangardi	Surace-Smith
10. Delaunda Milner	79,837	140,942	83		Sabrina Lloyd	Barry Dillah

All Time Record to Beat  
YTD: \$864,620 NET ALP

# Happy Anniversary

*Thanks for all you do. Congratulations!*

**33 Years of Service**

Donald Wold

**16 Years of Service**

Debbie Enstedt

**14 Years of Service**

Mitchell Look

**13 Years of Service**

Gary Williams

**10 Years of Service**

Bradley Kincaid

Julie Wells

**9 Years of Service**

Sushen Chand

**8 Years of Service**

Eddie Dhillon

Dorian Oldham

**7 Years of Service**

Matt Henderson

Alex Roland

**6 Years of Service**

London Burnett  
Kevin Haines  
Matthew Kernan  
Alison King  
Israel Pena  
Marcus Smith

**5 Years of Service**

Kelly Bittle  
Ronald Marx  
Brian Morse  
Phillip Prata

**4 Years of Service**

Cheryl Foti  
Salvatore Giacchi  
Brian Luloff  
Harjeet Rana  
Richard Refano  
Randolph Souliers  
Godley Varghese  
Lynda Williams

**3 Years of Service**

Ryan Bisanz  
Robyn Ferraro  
Jason Harris  
Jennifer Ingimundson  
Peter Kaplanis  
Steven King  
Tim McAdams  
Michael Nelson  
Phillip Parisi

**2 Years of Service**

Michael Broker  
Stephanie Caccamo  
Balvino Cardoza  
John Cochran  
Holly DiChiaro  
Ross Ewen  
Herman Fennell  
Sara Geiger  
Alex Grakhov  
Sharif Grays  
Brett Gryska  
John Horton  
John Curtis Jones  
Robert Kanaan  
Marilyn Kohlhase  
John-Deane Nwafor  
David Shields  
Thomas Stewart

**1 Year of Service**

Justin Baer  
Bennie Billie  
Dona Blake  
Jasvir Cheema  
Dustin Cresswell  
Carmine Cupo  
Ashley Davis  
Andres Diaz  
Candace Engelson  
Martin Flores

**1 Year of Service**

Pablo Garcia  
Valerie Giles  
Tanya Glosser  
Ryan Hall  
Joshua Harris  
Adrian Jones  
Hyungjun Kae  
Conrad Kim  
Patrick Larson  
Robert Liles  
Michael Little  
Jeffrey Lozowski  
Linda Melton  
Robert Michaels  
Glen Morrison  
Faraj Mourad  
Daniel Orr  
Alan Perry  
Tracey Phinney  
Jason Pritt  
Paul Sandroni  
David Scheuermann  
Tammy Schroeder  
Thomas Soloweyko  
Lydie St. Jacques  
Jason Taylor  
Zackiye Tembi  
Sara Welch  
Yuting Zhao

# Fall PR Olympics

The Fall PR Olympics are now underway! Running from Sept. 1 through Dec. 31, 2007, these "events" will encompass every aspect of being a PR Rep. Awards will be presented at the PR Summit in January 2008.

Just a reminder of the events: (each qualification is based on leads scanned and credited before Dec. 31)

**Downhill Skiing:** Most Union leads

**Bobsled:** Most Credit Union leads

**Snowboard:** Most Association leads

**Luge:** Most Child Safe and Discount Card leads (from endorsed groups only)

**Triathlon:** Total Leads, representing three of the four groups listed above

**Figure Skating:** Most Original leads

And coming soon: **Ice Hockey**— a team event.

# Child Safe Coloring Book

We want to thank everyone who contributed drawings for the AIL/NILICO Child Safe Coloring Book. We received some wonderful drawings, and we are sure this book, when published, will be a welcome addition to our Child Safe kits.



RECORD AUGUST

PRODUCTION

# on fire



## A Spectacular August

What can we say, AIL/NILICO? You're on fire! In addition to 1050 agents receiving a New Agent Bonus and everyone banding together to increase our 13 month retention to a company high, you also wrote a Net of \$8.3 Million, making this the best August in company history! When you take into account the number of submit days, you even managed to break last August's record with two-thirds of a week less submit time. Our quarter is already 10 percent over what it was in 2006, and we're hoping the numbers just keep going up.

This is something to celebrate, everyone! Keep up the fantastic work, and here's to breaking more records as the year goes on.

Net Production already 10% over '06 QTD

1050 Agents received New Agent BONUSSES, totaling \$428,563!

**BERNARD RAPOPORT**  
Chairman Emeritus and Founder of  
AMERICAN INCOME LIFE INSURANCE COMPANY  
PO Box 20000, West, TX 75288-0000  
Phone: (972) 791-1111 ext. 2000  
www.bernardrapoport.com

September 5, 2007

To the World's Greatest Sales Force:  
I looked over these figures for August and it was almost exhilarating as the first time we wrote \$2000 in the second month of 1991.  
First things first, I want to congratulate Roger and Steve Smith on providing leadership for a group that is so very special to me and have lived up to what I've always felt and know, that American Income had the world's greatest sales force.  
Progress is a most important word. Progress defined, it means that what is accomplished today is desired for tomorrow's constitution.

As I applaud Roger and Steve for their excellent leadership, it is because I believe both of them for recognizing that your own's production figures are not goals! Those goals represent the past! The focus is now and that means increasing opportunities for all involved with AIL.  
The past few periods, Tommaso's expectations are dedicated to AIL's belief that failure is accepting yesterday's figures. This is not acceptable for the World's Greatest Sales Force.  
You are associated with a company that today, tomorrow and every day thereafter will be satisfied with only more (production) today as compared with yesterday's.  
You are the World's Greatest Sales Force! Your challenge is to prove it!

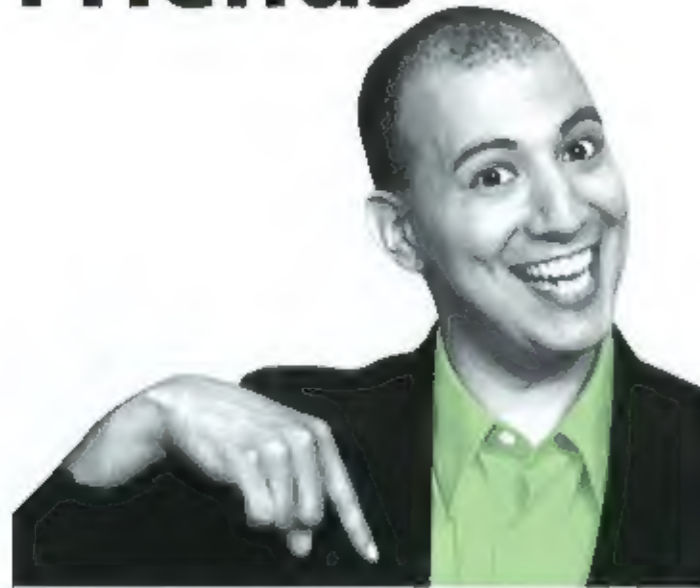
Love,

BERNARD RAPOPORT

Company High

13 Month Retention

# Words of thanks from Friends



building homes and communities

**Building and Construction Trades Department**  
 AMERICAN FEDERATION OF LABOR - CONGRESS OF INDUSTRIAL ORGANIZATIONS  
 1100 BENTLEY BLVD., N.W. • WASHINGTON, DC 20004  
 202.331.3300 • www.bctd.org • 100.000.0000

Jules Pagano  
 Vice President  
 American Income Life Insurance Company  
 1000 Connecticut Avenue, NW - Suite 1100  
 Washington, DC 20036

Dear Jules,

Thank you and American Income Life for the generous donation to the Gulf Coast project. I know that it will come in handy and be used to help continue the fun around. Our project is progressing and we look forward to building homes and communities for those that wish to call the Gulf Coast home again.

I look forward to seeing you on May 14.

With kind personal regards, I am

Sincerely and Respectfully,  
  
 Edward C. Sullivan  
 President

ECdms

\* Only the top ten qualifiers in each bonus category are shown. A full list of bonus qualifiers is provided on the inserts accompanying this magazine.

# \$ Show Me the Money \$

## Retention Bonus\*

QUALIFIER	SGA	AMOUNT
Max Quasem	Cohen-Cohen	\$4,218.56
Timothy Cruise	Altig-Orlovic	\$3,714.39
Kevin Appasamy	Altig-Orlovic	\$3,697.16
Garret Kun	Fred Hadayia	\$3,560.37
Freida Yakubov	Tom Williams	\$3,300.69
Wayne Fader	Marc Rosen	\$3,163.27
Bianca Zaragoza	Steve Hartman	\$3,141.27
Greg Stewart	Bob Olson	\$3,101.12
Edward Hanna	Tom Williams	\$2,980.39
Jesse Wise	Durhon Oldham	\$2,950.91
<b>TOTAL RETENTION BONUS PAID:</b>		<b>\$263,068.73</b>
196 Producers Qualified		

## PR Bonus\*

QUALIFIER	SGA	AMOUNT
Daryl Barnett	Altig-Orlovic	\$2,987.50
Becky Cutler	Bill Jennings	\$2,764.75
Malika Arony	Steve Hartman	\$2,045.82
Robin Andrade	HO MA	\$1,682.00
Kathleen Loughran	HO NY	\$1,347.75
Larry Lozano	Jatoft-Foti	\$1,269.33
Laurie Onasch	Manone/Alt.-Ori.	\$1,238.11
Irene Rurycz	Surace-Smith	\$1,216.00
J D Bedford	Chris Hernandez	\$1,083.00
Jason Ihle	Altig-Orlovic	\$987.38
<b>TOTAL PR BONUS PAID:</b>		<b>\$38,519.39</b>
111 PR Reps Qualified		

## MGA Bonus\*

QUALIFIER	SGA	AMOUNT
Samuel Cohen	Fred Hadayia	\$2,988.93
Megan Olson	Steve Hartman	\$2,926.48
Darren Miller	Joe Manone	\$1,858.43
David Solomonov	Josh Chalom	\$1,825.02
Dorian Oldham	Durhon Oldham	\$1,705.57
Steven King	Paul Rumbuc	\$1,503.70
Doreen Ryan-Foti	Jatoft-Foti	\$1,447.81
Harjeet Rana	Imran Satti	\$1,316.59
Michael Broker	Durhon Oldham	\$1,242.23
Curt Snow	Jatoft-Foti	\$1,196.63
<b>TOTAL MGA BONUS PAID:</b>		<b>\$38,209.51</b>
49 Managers Qualified		

## BR Bonus\*

QUALIFIER	SGA	AMOUNT
Jeff Ribman	Steve Friedlander	\$18,147.45
Maxine Moody	David Zophin	\$6,917.10
Michael Laramie	Steve Greer	\$6,859.61
Diego Arango-Puerta	Matt Henderson	\$6,720.81
Harjeet Rana	Imran Satti	\$5,585.58
Cheryl Foti	Jatoft-Foti	\$5,049.54
Steven King	Paul Rumbuc	\$4,677.27
Sabrina Lloyd	Barry Dilliah	\$4,558.12
Zachary Hart	Mat Hart	\$3,731.27
Shaun McDonald	Rick Altig	\$3,645.85
<b>TOTAL BR BONUS PAID:</b>		<b>\$309,610.06</b>
436 Managers Qualified		

## Reinstatement Bonus\*

QUALIFIER	SGA	AMOUNT
Steve Liberto	Eric Giglione	\$1,496.71
John Bulecza	Matt Henderson	\$1,430.40
Balvino Cardoza	Cohen-Cohen	\$1,299.58
Hank Gordon	Bob Olson	\$1,122.91
Timothy Dawe	Bob Olson	\$982.34
Arthur Westergren	Tom Williams	\$886.57
Sami Mogannam	Jatoft-Foti	\$876.53
David Ackerman	Eric Giglione	\$696.75
Dave Jackson	Tom Williams	\$611.88
Yvonne Hernandez	Cohen-Cohen	\$595.32
<b>TOTAL REINSTATEMENT BONUS PAID:</b>		<b>\$22,968.06</b>
80 Producers Qualified		

## New Agent Bonus\*

QUALIFIER	SGA	AMOUNT
Mark Beckford	Eric Giglione	\$2,808.98
Aisale Otokolo	Steve Friedlander	\$2,413.80
Mario Chavez	Jatoft-Foti	\$2,215.36
Kevin Ishikane	Altig-Orlovic	\$2,207.24
Alena Penate	Altig-Orlovic	\$2,126.91
Toby Potter	Bill Jennings	\$2,085.20
Blayne Fisher	Imran Satti	\$1,938.34
Taneisha Carter	Carla Miller	\$1,922.15
Filipo Havili	Steve Friedlander	\$1,873.72
Patrick Blanchette	David Zophin	\$1,871.84
<b>TOTAL NEW AGENT BONUS PAID:</b>		<b>\$428,563.90</b>
1,050 Producers Qualified		

## Jewish Labor Committee

אגודת העובדים היהודיים, אגודת העובדות היהודיות  
 אגודת העובדים היהודיים - אגודת העובדות היהודיות  
 אגודת העובדים היהודיים - אגודת העובדות היהודיות

- President: Max Rosen
- Vice President: Larry Cohen, Amy B. Lynn
- Secretary: Julie Fox
- Treasurer: Martin Lyan
- Executive Director: David Rosenberg
- Members: Lynn Miller, Fred Rosenberg, Michael S. Frier, Barry Kaplan, David Johnson, Edward L. Burt, Barry Ryan Fisher, Neil Tapp, David Wangstein

Jules Pagano, Executive Director  
 Labor Advisory Board &  
 Vice President of ALL  
 American Income Life Insurance Co.  
 1000 Connecticut Avenue, N.W., Suite 1100  
 Washington, DC 20036

Contributions like yours enable the JLC to continue its important work

Dear Jules,

I want to thank you and American Income Life Insurance Company for your generous contribution to the Jewish Labor Committee of \$3,000. Contributions like yours enable the JLC to continue its important work.

I look forward to seeing you at the dinner in June.

Thank you!  
  
 Stuart Appelbaum  
 President

cc: Avi Lyon  
 SA/m



## AMERICAN RIGHTS AT WORK

Roger Smith  
 President & CEO  
 American Income Life Insurance Company  
 1100 Woodland Acres Drive  
 Waco, Texas 76710

Thank you for your recent donation of \$25,000 to American Rights at Work. The support of the American Income Life Insurance Company will enable us to further our mission to fight for a nation where the freedom of workers to organize unions and bargain collectively with employers is restored, guaranteed and protected.

We could not do what we do without your leadership and support. We are proud and honored to work with you and American Income Life Insurance Company.

Again, thank you for your support and your leadership on behalf of working families everywhere.

In solidarity,

Mary Bob Maxwell  
 Executive Director

cc: Jules Pagano  
 Hugh Walsh

freedom of workers to organize unions

You are the best! Thank you again for your support!!

# Master General Agents

Master General Agent selection guidelines for recognition in the Spotlight are as follows:  
Must have four First Year Agents coded and meet all production requirements.



1. Michael Laramie  
Houston, TX



2. Sabrina Lloyd  
Columbia, MD



3. Cheryl Foti  
Concord, CA



4. Steven King  
Troy, MI



5. Randy Teysler  
Dallas, TX

## August Production

All Time Record to Beat  
MONTH: \$250,859 NET ALP JIM BIANCHI

Name	1st Six Mo. Agent	Net ALP	NG	Rtn	SGA
1. Michael Laramie	\$94,720	\$110,465		68.3	Steve Greer
2. Sabrina Lloyd	73,622	73,622	79		Barry Dillah
3. Cheryl Foti	71,447	115,573		73.8	Jatoft-Foti
4. Steven King	64,252	115,533		74.1	Paul Rumbuc
5. Randy Teysler	56,335	64,980		69.5	Chris Hernandez
6. Natalie Linker	53,861	58,785		79.0	Allan Jennings
7. James Bailey	47,568	54,575		75.9	Slav Bitman
8. Samuel Cohen	46,154	152,822		68.4	Fred Hadayla
9. Harjeet Rana	45,885	105,149		71.6	Imran Satti
10. Joshua Harris	42,840	45,339		75.9	A J O'Connor

## YTD Production

All Time Record to Beat  
YTD: \$2,168,283 NET ALP PAUL RUMBUC

Name	1st Six Mo. Agent	Net ALP	NG	Rtn	SGA
* 1. Harjeet Rana	\$599,288	\$973,781		71.6	Imran Satti
* 2. James Bailey	347,787	438,087		75.9	Slav Bitman
* 3. Sabrina Lloyd	338,492	370,957	79		Barry Dillah
* 4. Cheryl Foti	311,373	717,689		73.8	Jatoft-Foti
* 5. Brian Alt	297,987	343,022	86		Imran Satti
6. Rodney Ward	275,795	458,881		74.1	Paul Rumbuc
7. Mitchell Duplantis	275,380	346,296		73.4	Marc Rosen
8. Rebecca Klebsch	261,933	406,544		77.3	Joe Manone
9. David Guzman	248,036	310,497		69.5	Surace-Smith
10. Randy Teysler	244,340	336,359		69.5	Chris Hernandez

# Regional General Agents



1. Sonny Gurney  
Troy, MI



2. Simon Arias  
Cleveland, OH



3. Jim Bianchi  
Rochester, NY

## August Production

All Time Record to Beat  
MONTH: \$470,822 NET ALP JIM BIANCHI

Name	1st Six Mo. Agent	Net ALP	NG	Rtn	SGA
1. Sonny Gurney	\$180,956	\$296,843		70.8	Paul Rumbuc
2. Simon Arias	125,941	225,956		70.1	Surace-Smith
3. Jim Bianchi	114,705	349,077		71.6	Durhon Oldham
4. Joshua Goodman	113,919	185,499		68.6	Bill Jennings
5. Harjeet Rana	95,100	185,216		71.4	Imran Satti

## YTD Production

All Time Record to Beat  
YTD: \$4,392,067 NET ALP JIM BIANCHI

Name	1st Six Mo. Agent	Net ALP	NG	Rtn	SGA
* 1. Jim Bianchi	\$1,443,367	\$3,316,317		71.6	Durhon Oldham
* 2. Simon Arias	1,095,490	1,906,852		70.1	Surace-Smith
3. Sonny Gurney	923,122	2,003,975		70.8	Paul Rumbuc
4. Joshua Goodman	726,825	1,228,307		68.6	Bill Jennings
5. Harjeet Rana	710,655	1,281,753		71.4	Imran Satti

# SGA Production

TOP SGAS BY CATEGORY



CATEGORY I  
Jim Surace



CATEGORY I  
Marcus Smith



CATEGORY II  
Paul Rumbuc



CATEGORY III  
Steve Friedlander



CATEGORY IV  
Imran Satti



CATEGORY V  
Slav Bitman



CATEGORY VI  
Rick Altig



CATEGORY VI  
Ilija Orlovic



CATEGORY VI  
Dustin Venekamp



CATEGORY VII  
Allan Jennings



CATEGORY VIII  
Scott Sonnenberg

AUGUST	NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
CATEGORY I	SURACE-SMITH		69.8	\$210,618	\$282,000	104	\$358,201
CATEGORY II	PAUL RUMBUC		71.7	\$180,956	\$147,000	123	\$306,736
CATEGORY III	STEVE FRIEDLANDER		75.7	\$227,836	\$93,600	243	\$261,707
	IMRAN SATTI	87		\$91,126	\$97,000	104	\$170,564
CATEGORY IV	IMRAN SATTI		70.5	\$98,495	\$75,800	130	\$207,30
	JOSH CHALOM		70.5	94,277	80,000	118	167,077
	FRED HADAYLA		73.0	87,524	83,500	105	192,403
CATEGORY V	SLAV BITMAN		70.3	\$94,814	\$65,800	145	\$122,104
	MARK JUREK		70.9	73,081	57,600	127	128,458
	YUSEF SHAYEGH		69.4	71,439	58,500	126	127,041
CATEGORY VI	ALTIG-ORLOVIC-VEKAMP		68.5	\$53,507	\$33,300	161	\$83,920
	GARY BLEIER		74.5	28,141	24,200	116	57,823
CATEGORY VII	ALLAN JENNINGS		70.2	\$79,800	\$66,700	120	\$88,843
CATEGORY VIII	SCOTT SONNENBERG	87		\$50,434	\$22,500	224	\$53,665
	CHRIS HERNANDEZ	88		112,620	62,150	181	131,212
	BARRY DILLAH	78		79,811	44,100	181	99,496
	SCOTT LATTA	88		48,602	33,300	146	48,353
	SOEN SHEPPARD	87		20,661	17,300	119	22,158
YTD	NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
CATEGORY I	ALTIG-ORLOVIC	85		\$1,493,418	\$1,482,000	101	\$3,193,436
CATEGORY III	STEVE FRIEDLANDER		75.7	\$888,618	\$748,800	119	\$1,471,611
CATEGORY V	SLAV BITMAN		70.3	\$709,624	\$520,000	136	\$1,006,125
	CARLA MILLER	81		192,312	168,000	114	354,321
CATEGORY VI	ALTIG-ORLOVIC-VEKAMP		68.4	\$545,638	\$266,400	205	\$761,465
	DONALD O'BRIEN	79		206,151	195,000	106	244,494
CATEGORY VII	MARC ROSEN		71.5	\$477,411	\$433,700	110	\$665,902
CATEGORY VIII	BARRY DILLAH	78		\$367,161	\$255,600	144	\$478,504
	SOEN SHEPPARD	87		39,761	28,100	141	44,135
	CHRIS HERNANDEZ	88		355,913	279,675	127	487,049
	SCOTT SONNENBERG	87		75,318	67,500	112	107,385
	SCOTT LATTA	88		177,290	167,400	106	179,288



## PR Representatives



**PR Manager**  
Debbie Enstedt  
Winnipeg, MB



**Category A**  
Rona Pileggi Spano  
Chicago, IL



**Category A**  
Malka Arony  
Phoenix, AZ



**Category B**  
Sue Akers  
Omaha, NE



**Category B**  
John Kallher  
Atlanta, GA



**Category C**  
Jerry Hartnett  
Cleveland, OH



**Category C**  
Richard Case  
Cleveland, OH

### August Production

PR Manager	No. Cards	SGA
1. Debbie Enstedt	9,688	Altig-Orlovic
2. Malka Arony	7,396	HO LA/Hartman
3. JT Tasker	4,644	Durhon Oldham

**All Time PR Card Production Record**  
MONTH: 18,960 CARDS

Category A	No. Cards	SGA
1. Rona Pileggi Spano	4,229	HO Chicago
2. Malka Arony	2,328	HO LA/Hartman
3. Daryl Barnett	2,185	Altig-Orlovic
4. Brenda Stipanovich	2,007	Durhon Oldham
5. Demetrius Harris	1,740	HO LA

Category B	No. Cards	SGA
1. Sue Akers	3,077	John Akers
2. John Kallher	1,910	HO GA
3. Marilyn Gonzalez	1,566	Horace Johnson
4. Robin Andrade	1,432	HO MA
5. Deborah French-Gorman	1,396	Mark Gorman

**All Time PR Group Production Record**  
MONTH: 55 GROUPS VIVIAN DWYER

Category C	Groups	SGA
1. Jerry Hartnett	10	Surace-Smith
2. Richard Case	9	Surace-Smith
3. John Wagner	8	Steve Jakubczak
4. Donald Spohn	6	Surace-Smith
5. Cheryl Cook	5	Durhon Oldham

Public Relations Manager selection guidelines for recognition in the Spotlight are as follows: Must have two PR Representatives coded and meet all production requirements. Category A = SGA categories I and II.

### YTD Production

PR Manager	No. Cards	SGA
*1. Debbie Enstedt	95,306	Altig-Orlovic
*2. Malka Arony	59,563	HO LA/Hartman
3. Charles Hill	45,980	Jatoft-Foti

**All Time PR Card Production Record**  
YTD: 61,879 CARDS LEMISE BOWYER

Category A	No. Cards	SGA
*1. Malka Arony	23,224	HO LA/Hartman
*2. Mark Gagliardi	20,286	Jatoft-Foti
3. Larry Lozano	18,953	Jatoft-Foti
4. Timothy Farr	15,222	Paul Rumbuc
5. Brenda DiSomma	15,005	Eric Giglione

Category B	No. Cards	SGA
*1. Darrell Dorey	14,779	Imran Satti
*2. Robin Andrade	14,655	HO MA
3. Laurie Onasch	13,902	Manone/Alt-Orl
4. Al Wall	11,508	Josh Chalom
5. Paul Winslow	10,879	HO St. Louis

**All Time PR Group Production Record**  
YTD: 136 GROUPS KENNETH ALITZER

Category C	Groups	SGA
*1. Richard Case	65	Surace-Smith
*2. Kenneth Altizer	53	Scott Keeney
3. Jerry Hartnett	51	Surace-Smith
4. Cheryl Cook	42	Durhon Oldham
5. Susan Fuldauer	40	Mark Hancock

Category B = SGA categories III, IV, V, VI, VII, and VIII.  
Category C = Top number of group credits signed from all SGA categories.  
Also, please note, the number of leads will be used to break a tie in Category C.

## B's Birthday Dinner



Happy Birthday!



We are happy to announce the birthday dinner for Bernard Rapoport was a success and a memorable evening for everyone attending. The evening began for Mr. Rapoport and his wife, Audre, with a trip on Torchmark's private company jet from Waco to Dallas, where everyone met at the Ill Forks restaurant. As soon as the contest winners arrived, there was a Welcome Reception where everyone was able to mingle and meet their fellow producers. After dinner, Mr. Rapoport congratulated the attendees on being the World's Greatest Sales Force, and Roger Smith addressed Mr. Rapoport, thanking him for everything he has done for AIL/NILICO.

The winners took the opportunity to be photographed with Mr. Rapoport, which will later be autographed by Mr. Rapoport and sent to those attendees as a keepsake of their achievement and this special evening. After pictures, a huge pecan cake was served and everyone sang a rousing rendition of "Happy Birthday" to the Man of the Hour.

Thank you, everyone, for helping make this a wonderful birthday celebration.



## MONETARY DONATIONS

### American Income & National Income

- Donated \$2,500 to the *Manitoba Federation of Labour*.
- Contributed \$5,000 to the *Housing International Gulf Coast*.
- Presented \$5,000 to *Guide Dogs of America*.
- Gave \$25,000 to *Keep L.A. Running*.
- Donated \$5,000 to the *International Union of Police Associations*.
- Presented \$1,000 to *USAAction*.
- Gave \$5,000 to the *Economic Policy Institute*.
- Contributed \$5,000 to the *Labor Heritage Society*.
- Donated \$1,000 to the families of the miners and rescue workers killed in Utah (split with Altig-Orlovic).

### Top Contributions of the Home Office Territories

- Contributed \$850 to the *Dunlap JFL* for an event banner and table. (Chicago)
- Gave \$2,305 to *IBT 731/JC 25* for their *In Search of a Cure Golf Outing* sponsorship and dinner. (Chicago)
- Presented \$750.74 to *OP Eng 150* for their annual golf tournament. (Chicago)
- Contributed \$375.36 to *Teamsters 710* for the *Golden Ride Children's Charity Event*. (Chicago)
- Donated \$750.73 to *UFCW 1546* for their *Leukemia Golf Outing*. (Chicago)
- Gave \$500 to the *CWA State Convention*. (GA)
- Contributed \$5,000 to sponsor the *GA AFL-CIO 50th Convention*. (GA)
- Donated \$1,000 to *IBT 89* for their scholarship fund. (KY)
- Contributed \$1,000 to *KY State AFL-CIO Conference* for a lunch sponsorship. (KY)
- Presented \$1,000 to *IBT 848* for their *All Charities Golf Tournament*. (LA/OC)
- Gave \$450 to *LA-OC Organizing Committee* for the *Joe Hill Awards Luncheon*. (LA/OC)
- Donated \$444.95 to the *LA/OC Building Trades* for their golf tournament. (LA/OC)
- Contributed \$1,000 to *CWA 1040* for their *Continental Breakfast Convention*. (NJ)
- Presented \$400 to the *NJ State AFL-CIO Convention*. (NJ)
- Gave \$1,125 to *Lithographers 125* for their dinner. (NY)
- Donated \$1,000 to the *Greater Madison City Federation of Labor* for their scholarship fund. (St. Louis)

### The Altig-Orlovic Agency's Top Contributions

- Presented \$350 to *Taste of Edmonds* for their community festival.
- Donated \$300 to *Sheetmetal Workers 10* for their picnic.
- Gave \$550 to *IBEW 551* for their golf tournament.
- Contributed \$1,000 to *IUOE 49* for their scholarship fund.
- Presented \$2,500 to *BCGEU* for their scholarship fund.
- Donated \$250 to the *Spokane Regional Labor Council* for their golf tournament.
- Gave \$112.99 to *Child Find BC* for a prize at the *Tournament of Hope* booth.
- Presented \$795 to the *Alberta Snowmobile Association* for an event sponsorship.
- Donated \$500 to *IBEW 125* for their golf and softball tournaments.
- Contributed \$470 to *Teamsters 213* for their annual golf tournament.
- Gave \$500 to *ND AFL-CIO* for their annual convention.
- Presented \$150 to *CEP 105* for their *Labour Day Golf Tournament*.
- Donated \$258 to *BCTGM 364* for a raffle prize.
- Gave \$258 to *UBCJA 247* for a prize at their picnic.
- Donated \$100 to the *Metal Trades Council/Central Building Trades of Tri-Cities* for their charity golf tournament.

### The Jatoft-Foti Agency

- Gave \$250 to *Mt. Diablo Chapter* for a *Casino Night table*.
- Donated \$2,000 to *UFCW* for the *Leukemia Lymphoma Golf Tournament*.
- Contributed \$600 to the *California/Nevada Conference* for door prizes.
- Donated \$285 to *Sheet Metal Workers 104* for raffle prizes.
- Contributed \$2,500 to the *Sacramento Central Labor Council* for their awards dinner.
- Donated \$200 to *APWU* for their golf tournament.
- Gave \$300 to the *Napa Solano Building Trades Council* for the *15th Annual Labor Reception*.
- Presented \$500 to *Guide Dogs of America* for their charity golf tournament.
- Contributed \$140 to *Sequoia Chapter* for their chapter dinner and a raffle prize.
- Donated \$500 to *Teamsters 601* for an ad in their newsletter.

**Total \$86,820.77**

Submit your contributions monthly via e-mail to [dyannazzo@ailife.com](mailto:dyannazzo@ailife.com).



FROM THE DESK OF:  
**Scott Smith**  
Executive Vice President &  
Chief Marketing Officer

## Permission to Dream Big

### What do you really want?

First, not only must you know what you want, but you must really desire what you want if you are to get what you want.

Read that sentence again and really think about what it entails.

My personal definition of success is to be able to spend your life your own way, not only today but tomorrow also. It is not true success if you live the way you want one day, only to have to face repercussions the next. That's where commitment and success meet each other—in order to live your life as you choose, you must be committed to success. A daily commitment requires a strong motivation and vision, and success is the result.

### Vision + Commitment + Motivation = Success!

As a member of the AIL/NILICO team you have an opportunity to fully envision what you want from your life and your career. It is time to focus on what you want and to turn your dreams into goals. A willingness on your part to create a new vision is a testament to your belief in your own potential. It is a bold statement that you are in charge. When you have a vision, you operate with positive anticipation of the future rather than a nervous apprehension.

If you have a dream in which you firmly believe in place, then a clear vision of your future can

be the most motivating factor in achieving that dream.

The true power of your future dream lies in how strongly *you* believe in it and how detailed you imagine it. People who know me are aware that for over forty years I have dreamed, envisioned, and committed to a beautiful home on an awesome lake in the mountains. I have been dreaming big—an impressive home with tall windows, its own beach, and a dock on which you could hold a family reunion. And you have to see the cruiser that's moored to the dock, right behind a set of wave runners. Inside that home, when I'm sitting in my stuffed leather chair with my wife, Peggy, right by my side, I just have to shift my eyes to glance from the lake to the fireplace to the television!

I have imagined every detail and every nuance, making it as real as it can be until I can walk out my back door to take an afternoon swim. Nobody can take my dream.

Don't let anybody take your dream either. Be prepared to shoot down the cynics and close your ears to the naysayers. For if they take your dream, they will take your commitment to being a success, and they will take away your daily motivation to be as good as you possibly can.

Work hazards



falling snacks.

Puerto Rico— get on Island Time.

[inatl.htm](#)





## August Bonus Qualifiers

Samuel Cohen	\$2,988.93	Christopher Clark	\$569.10
Megan Dixon	\$2,926.48	Scott Baker	\$444.81
Jason Miller	\$1,858.43	Randy Teyssier	\$420.50
David Subramanyam	\$1,825.02	Harpreeet Goyal	\$392.81
Lawrence Johnson	\$1,705.57	John McGrath	\$373.44
Steven Kopp	\$1,503.70	Nicholas Zangardi	\$354.26
Joseph Ryan-Lee	\$1,447.81	David Bates	\$344.04
Laurent Kania	\$1,316.59	Donald Wood	\$343.54
Michael Burke	\$1,242.23	David Haiman	\$326.38
	\$1,196.63	Lawrence Hauch	\$306.85
	\$1,130.37	Vukobrat Djerevyanyy	\$275.40
	\$1,065.35	David Inye	\$249.34
Michael Berger	\$965.94	Marcie Moody	\$240.70
Steven Engras	\$940.09	Michael Laramie	\$223.07
Christine	\$858.73	Emmanuel Ydlascoue	\$215.24
Christopher Stephens	\$833.69	Randolph Souters	\$210.08
Phillip Hundel	\$831.79	Latonya Tucker	\$198.80
Flora Bosco	\$772.25	Edward Hanna	\$172.22
Alex Cazzaron	\$768.42	Charles Vauze	\$166.20
Carolee Warren	\$747.41	Philip Prato	\$108.38
Jack Johnson	\$708.28	Mimi Ma	\$101.08
Kevin Johnson	\$704.31		
Erin O'Neil	\$684.88		
Christy Gaska	\$683.59		
Steve Fort	\$676.28		
Jim Baccaro	\$658.70		
David Wang	\$582.95		
Brian Cordes	\$569.85		
		<b>Total</b>	<b>\$38,209.51</b>

# BR Bonus

## August Bonus Qualifiers

Jeff Albanan	\$18,147.45	Taina Lamelo	\$ 597.17	Janelle Pennington	\$705.15	Wayne Lader	\$392.40	Dawn McLain	\$215.27
Maxine Moudy	\$6,917.10	Michael Mandella	\$ 582.26	Jewen Fots	\$694.03	Raymond Riasco	\$387.34	Anthony Balsano	\$214.73
Michael Laramie	\$6,859.61	Michael Forcier	\$1,549.78	Michael Tibbitts	\$689.69	Matthew Cartwright	\$385.77	Ashlynn Ong	\$214.41
Diego Arango-Puerta	\$6,720.81	Scott Rehberg	\$1,546.19	Kirk Kuppala	\$688.33	Kimberly Welch	\$381.94	Stefan Johansson	\$212.93
Harjeet Rana	\$5,585.58	Ryan Stenglele	\$1,522.23	Philip Humbel	\$677.46	Beth Snow	\$378.36	Amir Sedaghat	\$211.24
Cheysi Foti	\$5,049.54	Joshua Goodman	\$1,448.98	Roneth Greer	\$675.57	Rinze Jeffries	\$377.75	Philip Pinta	\$210.25
Steven King	\$4,677.27	Joseph Wall	\$1,419.89	David Bosbard	\$667.03	Rajiv Panikhan	\$376.36	Bradley Kampmeier	\$207.30
Sabrina Lloyd	\$4,558.2	Doreen Ryan-Foti	\$1,396.89	Kathryn Chaston	\$646.74	Paul Samra	\$375.53	Aaira McCurry	\$205.01
Zachary Hart	\$3,731.27	Michael McIntosh	\$1,381.05	Hadia King	\$638.10	Rosalanne Anderson	\$369.27	Benjamin Vondrak	\$203.69
Shaun McDonald	\$3,645.85	John McGrath	\$1,370.03	Herbert Adams	\$625.11	Michael Dickey	\$369.2	Daniel Davidson	\$203.49
Joshua Harris	\$3,492.6	Patrick Stenglein	\$1,361.24	Brian Blair	\$620.79	Jon Hahn	\$367.5	Ryan Hall	\$202.16
Randy Feysler	\$3,278.32	Michael Nelson	\$1,348.87	David Perry	\$618.40	David Schaefermann	\$366.41	Pamela Ladd	\$200.46
Sonny Gurney	\$3,252.91	David Montgomery	\$1,281.92	Earle Ham	\$615.39	Ryan Sweet	\$361.63	Jordan Beigh	\$200.16
Timothy Clark	\$3,173.65	Michael Vandelft	\$1,215.9	James Allen	\$607.05	Joseph Szygim	\$361.39	David Hausman	\$199.36
Natalie Inker	\$3,130.06	Robert Hamilton	\$1,205.48	Fabrice Martel	\$601.37	Deane Robertson	\$360.31	John Collins	\$196.25
Ijm Bianchi	\$3,106.8	Jason Dickson	\$1,202.5	Adrian Solie	\$599.32	Steven Edgell	\$358.95	Drew McInerney	\$194.97
Samuel Cohen	\$3,098.03	Tracy Hudson	\$1,190.57	Erin Mayer	\$598.50	Rachael Kiewis	\$357.14	Michael Duplantis	\$194.65
Travis Moody	\$3,093.24	Edward Hanna	\$1,181.79	Brian Hernandez	\$588.44	Mark Pfefer	\$347.84	Pablo Pirra	\$189.06
Diane Carlton	\$3,031.08	Michael Sheets	\$1,178.30	Shant Stays	\$587.93	Hyungun Koo	\$346.32	Travis Vandenberghe	\$185.78
Richard Barbard	\$2,030.44	Dorian Oldham	\$1,174.57	Andres Diaz	\$570.64	Christina Barton	\$341.76	Jerren Hughes	\$183.64
Joshua Riehl	\$2,901.02	Russell Hany	\$1,174.69	John Hurst	\$569.08	Rebecca Kuchnok	\$339.89	Joseph Szygim	\$179.97
David Guzman	\$2,822.89	Travis Price	\$1,167.44	Benjamin Foti	\$554.61	Rory Rockford	\$331.05	Anthony Mutter	\$178.22
James Watley	\$2,789.26	Jeffrey Thee	\$1,161.67	Michael Zorn	\$546.08	Mary Ayarzagodia	\$330.79	Jason Alston	\$174.96
Brian Ali	\$2,871.67	Carl Snow	\$1,145.63	Deanne Kalgowhki	\$545.13	Daniel Jones	\$326.00	Edward Webb	\$171.59
Daveh Teramasuta	\$2,848.94	Brent Lysika	\$1,144.56	Michael Garrett	\$542.51	Andrew Eggen	\$323.23	Mirham Dupree	\$165.68
Arthur Greene	\$2,811.1	Moswen Aylor	\$1,142.61	Iheodora Greer	\$537.43	Nina Edmonds	\$321.97	Robert Shales	\$161.29
Rebecca Kibbach	\$2,582.61	Thomas Ajaj	\$1,086.62	Dave Rye	\$505.48	Walter Dugan	\$318.20	Jesse Swark	\$161.88
Matthew Melhorn	\$2,557.28	Lorenzo Lamelo	\$1,084.27	Alexis Athlon	\$504.99	Michael Bromberg	\$316.32	Eric Ockleran	\$158.84
Christopher Stephens	\$2,512.95	Jason Javier	\$1,070.17	Justin Holloway	\$501.07	Sedry Hodgkiss	\$306.90	Marino Bala	\$155.98
Samuel Asala	\$2,491.35	John McHenry	\$1,060.61	Katherine Georgiou	\$500.95	Renee Jones	\$302.32	Zackye Imbi	\$151.14
Tom Brown	\$2,466.08	Bradley Hinson	\$991.67	Terra Bullock	\$498.91	Michael Vasa	\$300.27	James Ediro	\$150.43
Robert Dunn	\$2,419.89	Michael Duplantis	\$988.67	Cheryl McLean	\$495.99	Randolph Joudiers	\$293.74	Ryan Blazan	\$144.06
Kenny Kennard	\$2,410.76	Brenden Stewart	\$981.84	Scott Baker	\$493.40	Joseph Carlew	\$293.13	Alex Weisert	\$141.17
Alfred Binner	\$2,409.16	Matthew Probst	\$969.81	Mathew Jones	\$481.48	Mary Alite	\$288.98	Claudia Zavala	\$139.84
Michael Quirk	\$2,364.28	Erinna Busco	\$966.17	Brandon Brown	\$478.40	Desi Dimitrova	\$288.02	Jamanta Chui	\$138.62
Robbie Marks	\$2,340.70	Ryan Tucker	\$946.42	Donald Wold	\$478.15	Kevin Lauen	\$281.79	Shane Thomas	\$138.38
Steven Engrav	\$2,334.25	Matthew Laughter	\$942.96	Philip Prata	\$477.48	Christopher Hall	\$282.32	Josh Pearson	\$131.44
Jason Young	\$2,234.28	Huyhannes Ter-Matrosyan	\$918.40	Bradly Jensen	\$475.09	David Brister	\$281.37	James Aiken	\$131.00
Jeremy Welch	\$2,181.32	Jared Milman	\$897.49	Matthew Watson	\$471.13	Caleb Merritt	\$269.64	Maurice Jordan	\$128.95
Rick Mansfield	\$2,160.62	Tim Schneider	\$896.38	Stuart Parnell	\$465.93	Brandon Terry	\$264.82	Ken Head	\$120.22
Alex Gonzales	\$2,141.9	Jonan Oldham	\$891.84	Bradley Weigand	\$460.57	James Brenner	\$264.40	Shoshannah Brenner	\$119.41
Mathew Mealey	\$2,122.22	Brandon Jenkins	\$890.88	Cathy Thompson	\$458.54	Angel Hatero	\$262.74	Gerald Hayes	\$118.86
Jason Mayer	\$2,112.02	Dustin Raam	\$861.63	Michael Boyer	\$456.31	Gregory Jeff	\$257.94	Karen McDouid	\$118.57
Latonya Tucker	\$2,086.80	Ronald Imhof	\$852.75	Matthew Ho	\$453.55	Chad Neff	\$257.93	Donny Bowen	\$117.64
Darren Miller	\$2,062.49	George Naujart	\$852.22	Adam Vetch	\$450.76	Robert Cardes	\$246.94	Todd Engelton	\$116.21
Rodney Ward	\$1,954.58	Corey Carbon	\$838.53	Richard Corra	\$440.05	Sara Siqueira	\$246.7	Bradford Wickles	\$113.36
Mark Biewer	\$1,944.02	Adrian Jefferson	\$830.8	Anna Hapens	\$434.63	Robert White	\$243.43	Daniel Strader	\$113.15
Elna Lamela	\$1,929.23	Gregory McMeckan	\$811.1	Stephen Bendure	\$433.15	Marganda Dellinger	\$240.66	Elias Mendoza	\$113.28
Kalvin O'Keefe	\$1,901.04	Christopher Jordan	\$807.97	Tim McAdams	\$429.35	Maia Powell	\$235.29	Vann Durham	\$111.80
Lawrence Hauck	\$1,877.39	Carla Fisher	\$801.96	Jeffrey Bickel	\$424.12	Philip Anderson	\$234.89	Gordon Mooi	\$109.12
Robert Hughes	\$1,855.89	George Chahamedyan	\$802.84	Josh K Han	\$419.90	Joshua Jones	\$230.83	Anna Lucinda	\$105.33
David Solomonov	\$1,767.24	Mark Mitchell	\$800.75	Alan Silverman	\$418.01	David Melcher	\$227.72	Stefanos LeBasseur	\$105.2
Nicholas Zangardi	\$1,718.96	Kory Hofer	\$791.38	Dean Bauman	\$404.58	John Charlton	\$226.83		
Steven Dillham	\$1,696.15	Patrick Duray	\$785.95	Louis Paganaro	\$413.30	Emmanuel Wlasehor	\$226.18		
John Hancock	\$1,686.62	DeHaunda Milner	\$780.50	Karin Gröbe	\$402.75	Angela Schmitz	\$225.59		
Michael O'Rourke	\$1,671.09	Stephen Hill	\$780.96	David Keane	\$401.86	David Randoe	\$222.87		
Christopher Clark	\$1,662.79	Volodymyr Derevyanyy	\$750.25	Tray Phanner	\$400.63	Mark Corleone	\$222.86		
Megan Olson	\$1,646.96	Michael Broker	\$724.26	Gregory Gray	\$399.04	Judley Varghese	\$222.57		
Byron Paz	\$1,641.20	Veronica Saha	\$722.62	Bede Kolar	\$395.67	David Wang	\$217.56		

Total: **\$303,588.39**

# Reinstatement Bonus

## August Bonus Qualifiers

Steve Liberto	\$1,496.71	Timothy von Kay	\$155.99
John Bulezza	\$1,430.40	Angela Jakubczak	\$149.71
Balvino Cardona	\$1,299.58	Jason Taylor	\$147.99
Hank Gordon	\$1,122.91	Nabi Spahn	\$147.00
Timothy Dawe	\$982.34	David Wang	\$138.85
Arthur Westergren	\$966.57	Jaime Cervera	\$134.03
Sara Mogannam	\$876.53	Richard Davlo	\$123.22
David Ackerman	\$696.75	Lily Tchen	\$118.04
Dave Jackson	\$611.88	Wanda Darden	\$116.23
Yvonne Hernandez	\$595.32	J.C. Hyatt	\$112.74
Julie Webb	\$594.17	Ronald Rivers	\$103.99
Dwayne Powell	\$497.11	Nessor Aramayo	\$93.93
Theresa Romano	\$466.84	John Keiderling	\$93.00
Lacey Vieira	\$436.26	Hebeula F. Ito	\$91.01
Famara Hawn	\$434.66	Allan Gilbert	\$88.70
Mark Hurrellus	\$426.41	Carlo Bonifazi	\$85.52
Charles Vance	\$376.74	Paulo Rosa	\$79.86
Lesterus Kehets	\$362.85	Max Quinson	\$78.51
Brian Schreiter	\$348.87	Nicholas Lanoux	\$77.99
Patricia Woo	\$328.02	Majrjal Sukhbaatar	\$77.99
Jonas Bernal	\$321.39	Peter Kaplan	\$65.43
Karen Stocciwell	\$315.00	Edwina Taft	\$65.01
Duba Murphy	\$311.37	Heon Wilchok	\$61.37
Roguberto Pedrosa	\$301.38	Gordon Moez	\$61.02
Lorene Barriere	\$286.72	Joshua Goodman	\$60.00
James Larkin	\$286.26	James Hurlbert	\$59.76
Theresa Cokusan	\$285.51	Andrea Yee	\$52.02
Katherine Fallon	\$285.08	David Schneider	\$52.02
Lerman Lovell	\$284.99	Ronald Marx	\$43.35
Timothy Ericson	\$262.17	David Garrett	\$40.30
Douglas Zigby	\$259.61	Lawrence Turk	\$30.00
Timothy Krueger	\$255.32	Richard Krueger	\$26.01
Phillip LaCrosse	\$236.25	Raymond Lopez	\$26.01
Brian Welch	\$226.41	Albert Lau	\$26.01
Raymond Lan	\$215.01	Mar Pflueger	\$26.00
Roghay Hassanlou	\$210.00	Maryna Danielian	\$13.02
Nathan LeBrasseur	\$195.00		
Sean Field	\$195.00		
Farnest Furewes	\$190.11		
Jose Sanchez	\$183.58		
Martin Mack	\$179.99		
Caro Yu Strouman	\$166.11		
Savatore Gracchi	\$163.02		
Brant Cassidy	\$162.33		

**Total \$22,968.06**

# Retention Bonus

QUALIFIER	BONUS*
Max Quasem	\$4,218.56
Timothy Cruise	\$3,714.39
Kevin Appasamy	\$3,697.16
Garret Kun	\$3,566.37
Freida Yakubov	\$3,400.69
Wayne Fader	\$3,163.27
Bianca Zaragoza	\$3,141.27
Greg Stewart	\$3,101.12
Edward Hanna	\$2,980.39
Jesse Wise	\$2,950.91
Steven Stensrud	\$2,853.68
David Thornton	\$2,754.14
Scott Remmey	\$2,752.15
Candace Engelson	\$2,623.34
Jose Lopes	\$2,584.92
Crystal Reeves	\$2,533.56
Kevin Haines	\$2,494.45
Herivelto Pereira	\$2,294.04
Dawn McElwain	\$2,168.64
Arian Gilbert	\$2,163.05
Derek Sandlands	\$2,140.67
Joaquin Santos	\$2,130.80
Djenabou Diawo	\$2,128.53
Daniel Potiechio	\$2,115.52
George Lahamedjian	\$2,211.84
Artonette Yetock	\$1,161.13
Raphael Bouchereau	\$2,134.55
Melissa Lusk	\$2,118.61
Maria Esposito	\$2,106.13
Robert Wreich	\$2,084.22
Alex Blahm	\$2,081.16
Marineta Achim	\$2,078.96
Theresa Bellajaro	\$2,067.90
Gierin vanDeSande	\$2,061.16
Li-Y Tchen	\$2,039.84
Hashmat Sareh	\$2,024.16
Karen Stockwell	\$1,990.33
Karen McQuoid	\$1,989.20
Majrjal Sukhbaatar	\$1,975.80
Michael McIntosh	\$1,966.75
Julia Arahamian	\$1,929.57
Timothy Nolan	\$1,921.99
Helen Taylor	\$1,887.06
Benjamin VanFossen	\$1,843.45
Berham Halali	\$1,837.38
Gabriel Feidmann	\$1,808.43
Yevgeny Kashkin	\$1,793.77
Lor Simpson	\$1,791.05
Samson Adelyfoss	\$1,740.71
Steven Strong	\$1,735.16
Sean Hall	\$1,707.28
Mickenzie Linse	\$1,704.90

QUALIFIER	BONUS*
Bert Feldman	\$1,694.65
Ed Offert	\$1,693.59
Richard Klatt	\$1,693.19
Norman Lew	\$1,688.65
Ruben Soberanes	\$1,667.72
Aunjel Fauchoux	\$1,666.95
Andrea Yee	\$1,635.30
Benjamin Ainscough	\$1,617.41
Adam Kahn	\$1,616.53
David Jackson	\$1,603.84
William Rose	\$1,599.09
Ross Ewen	\$1,587.53
Angela Schmitz	\$1,572.12
Jinzhou Zhao	\$1,560.58
Beth Snow	\$1,556.70
Crystal Jackson	\$1,529.96
Thomas vanOsdoi	\$1,514.71
Russell Morris	\$1,509.71
Bradley Wilson	\$1,504.11
Anderson Spookhanan	\$1,503.19
Jay Mrym	\$1,496.47
Bradley Kampmeier	\$1,466.81
Emmanuel Viasenor	\$1,444.20
Valerie Capano	\$1,417.08
James Schneider	\$1,425.10
Byron Paz	\$1,398.81
Steven Edgell	\$1,386.60
Kenneth Madden	\$1,384.90
Blake Higuchi	\$1,354.75
Rickie Sasser	\$1,352.90
Pamela Ladd	\$1,349.68
Ryan Clarke	\$1,335.60
Daniel Kulman	\$1,330.86
Eddie Harris	\$1,314.31
Benjamin Manojilas	\$1,310.71
Joey Kennedy	\$1,273.25
Sharon Nigota	\$1,268.48
Curt Snow	\$1,264.59
James Larkin	\$1,258.00
Thomas Reagan	\$1,251.17
Ashley Davis	\$1,245.46
Rudi Camenzind	\$1,243.01
Thomas Parker	\$1,241.92
James Alders	\$1,226.97
Michael Boyer	\$1,223.08
Terrance Clark	\$1,214.06
Stefanos LeBrasseur	\$1,207.47
Luis Baquendo	\$1,205.35
Herman Lubman	\$1,202.27
Matthew Cartwright	\$1,176.07
Felili Maava	\$1,168.92
Michael Broker	\$1,167.58



QUALIFIER	BONUS*
Karen Brown	\$1,154.19
Christopher Keller	\$1,153.51
David Ackerman	\$1,152.29
Ronald Marx	\$1,145.25
Larry Matz	\$1,142.46
Kevin Wilson	\$1,128.06
Gregory Hayman	\$1,103.61
Janet Orr	\$1,094.81
Marino Baca	\$1,091.29
Douglas Bauknecht	\$1,059.89
Andrew Haskins	\$1,052.43
George Sturge	\$1,044.79
Alex Gonzales	\$1,039.23
Joseph Galeski	\$1,032.52
Robert Seeber	\$1,002.76
Paul Smoley	\$987.91
Pablo Garcia	\$980.23
Jamie Winkler	\$977.61
Jason Harris	\$965.57
Yvonne Hernandez	\$964.03
Erin Moyer	\$958.72
Paul Samra	\$949.53
London Burnett	\$933.59
Dustin Cresswell	\$924.82
Heather Hewitt	\$910.15
Madlyn Woodyard	\$887.14
Blagoj Ristov	\$875.11
Kim Burton	\$870.77
Rigoberto Pedroza	\$861.98
Kathy Mann	\$856.64
Bradley Kincaid	\$848.69
Brandon Davis	\$845.26
John Cochrane	\$837.41
Dustin Henderscheid	\$840.04
Michael Polzer	\$837.86
John Elgert	\$827.65
Lynda Williams	\$822.92
Ronald Friedlander	\$798.26
Sam Magannam	\$788.45
Donald McCrary	\$779.28
Marcandre Boudreau	\$775.53
Natalie Soboleva	\$774.77
Lorena Barriere	\$770.95
Raymond Risucci	\$767.16
Karen Wade	\$756.88
Arian Rosen	\$750.54
Samantha Chu	\$744.52
Douglas Zigby	\$744.23
Tasha Tucker	\$738.12
Julie Wells	\$736.63
David Solomonov	\$719.39
Christy Starr	\$717.10
Mario Chavez	\$676.34
Travis Vandeberghe	\$665.74
David Garrett	\$661.69
Jesse Nepywoda	\$655.24

QUALIFIER	BONUS*
Eric Miller	\$653.67
Christopher Kirk	\$650.76
Raymond Lopez	\$630.28
Rory Crockford	\$608.45
Thomas Soloweyko	\$608.25
Shamecka Nelson	\$602.29
Matthia Souto	\$598.40
Richard Carter	\$595.79
Joshua Goodman	\$594.50
Frank Jendusa	\$589.04
Paul Sandroni	\$571.17
Rae Duvauchelle	\$523.72
Brian Schreiter	\$507.57
Jennifer Wehrle	\$501.48
Miranda Dellinger	\$499.64
Kalisi O'Keeffe	\$495.79
Andrew Bishop	\$489.05
Anthony Cheung	\$486.35
Adnan Collier	\$482.22
Iraeneus Law	\$480.96
David Scheuermann	\$478.71
Brandon Braun	\$475.61
Clayton Menezes	\$467.99
Charlie Warren	\$464.33
Matthew Gonzales	\$463.86
Patrick Larson	\$412.33
Michael Little	\$369.28
Tejinder Singh	\$358.78
Pamela Vasilik	\$311.42
James Bennett	\$299.32
Livia Mercea	\$270.13
Darin Hershfeldt	\$270.09
Camryn Cupo	\$264.13
Richard Blake	\$177.43
Erna Powell	\$157.88
Willem Gattis	\$149.64

**\$263,068.73**

# New Agent Bonus

QUALIFIER	BONUS*
Mark Beckford	\$2,808.98
Aisale Otokolo	\$2,413.80
Mario Chavez	\$2,215.36
Kevin Ishikane	\$2,207.24
Alena Penate	\$2,126.91
Toby Potter	\$2,085.20
Blayne Fisher	\$1,938.34
Taneisha Carter	\$1,922.15
Filipo Havili	\$1,873.72
Patrick Blanchette	\$1,871.84
Benjamin McLean	\$1,856.57
Shoshannah Brenner	\$1,819.67
John Thornton	\$1,818.76
Scott Krouse	\$1,794.25
Stephanie Bodio	\$1,711.54
Douglas Kosowan	\$1,692.58
Betty Slaughter	\$1,684.72
Charles Zwicker	\$1,684.03
John Atsyor	\$1,683.92
Stephaan Brown	\$1,677.57
Joshua Long	\$1,666.62
Nina Edmonds	\$1,661.81
Kasali Kotun	\$1,633.40
Milton Bradley	\$1,607.38
Mary Attie	\$1,607.29
Cynthia Romero	\$1,596.46
Omar Bibi	\$1,576.71
Dolaunda Milner	\$1,543.58
Lute Havili	\$1,517.17
Krystal Lindsay	\$1,509.35
Anthony Dorn	\$1,504.96
Keith Hauck	\$1,495.61
Mary Roadruck	\$1,473.28
Nicole Ard	\$1,470.57
Shaun McDonald	\$1,457.10
Carl Ignatius	\$1,447.06
Erin Moyer	\$1,445.20
David Hollis	\$1,444.86
Kevin Smith	\$1,443.59
Karuna Bhatia	\$1,382.32
Zdravko Stoyanov	\$1,371.73
Kenneth Greer	\$1,367.33
Maria Quintana	\$1,367.19
Jeremy Bryant	\$1,343.97
Kirk Alexander	\$1,342.62
Lin Xu	\$1,314.75
Vanessa Garcia	\$1,312.48
Anthony Theriault	\$1,304.87
Daniel Kelly	\$1,299.63
Erika Kahl	\$1,290.05
Duane Robertson	\$1,284.80
Reginald Rodgers	\$1,283.58
Patricia Shupe	\$1,280.46
Andre Christie	\$1,270.16
Travis Eick	\$1,265.98
Kevin Coleman	\$1,264.80
Michael Kelly	\$1,261.88
Patrick Robitaille	\$1,259.34
John Fant	\$1,246.32
David Popowitz	\$1,237.26
Kent Zadko	\$1,226.07
Tatyana Chernysheva	\$1,208.65
David Ramirez	\$1,200.26
Junior Fretton	\$1,193.98
Adam Lachat	\$1,193.16
Jason Ocean	\$1,187.34
Ashley Livieri	\$1,184.88
Yvonne Brown	\$1,183.97
Brian Tittermary	\$1,180.73
David Carr	\$1,174.08
Matt Wyss	\$1,164.65
Jeremy Schultz	\$1,158.08
Janet Wilbur	\$1,157.84
Ivy Vautoua	\$1,155.76
John Lackey	\$1,155.13
Ramin Maghsoud	\$1,153.18
Sara Wilson	\$1,141.71
Larry Gardner	\$1,140.45

QUALIFIER	BONUS*
Stephen Hill	\$1,140.29
Lisandro Gonzalez	\$1,137.44
Peter Vanley	\$1,137.07
Matthew Glisson	\$1,128.15
Justin Wilson	\$1,126.47
Eric Aron	\$1,124.67
Peti Liu	\$1,105.11
Alatima Fukutusi	\$1,097.37
Dayquann Boyd	\$1,095.99
Sylvia Parson	\$1,078.15
Jonathan Annett	\$1,071.15
Isaac Roman	\$1,061.24
Lacelia Knight	\$1,057.59
Emerenciana Vaili	\$1,054.29
James Green	\$1,050.66
Aubrey Sarreal	\$1,039.74
Shannon Hernandez	\$1,038.82
Danny Aranda	\$1,038.00
Benson Myrtill	\$1,035.29
Seth Maki	\$1,035.20
Jimmy Tchen	\$1,031.77
Thelma Sparks	\$1,029.74
Melanie Merrill	\$1,024.92
Darcie Crotteau	\$1,024.31
Eric Cochran	\$1,017.09
Stacy Coursume	\$999.54
Ronald Redus	\$997.95
Timothy von Kaay	\$992.91
Christopher Jogan	\$985.95
Gregory Simcox	\$980.73
Shellane Harris	\$979.27
Christine Durrer	\$978.38
Martina Laufenberg	\$977.65
Gregory McMeckan	\$971.36
Michael Camara	\$970.91
Gezald Hayes	\$970.40
Falseakufa Fanene	\$968.99
Crystal Jackson	\$966.65
Daniel Walton	\$963.26
Eric McClanahan	\$960.45
Alvin Hagens	\$956.09
Tei McBlain	\$944.11
Scott Stuebner	\$940.05
Marvin Schoenherr	\$934.90
Keith Praski	\$932.45
Daniel Davidson	\$930.56
Lisa Dove	\$924.44
Emily Becker	\$923.24
Jason Hadden	\$911.48
Eric Wright	\$911.39
Jennifer Mitchell	\$908.81
Brian Balch	\$908.24
Vincent Johnson	\$901.97
Andrew Streiff	\$900.00
Ann Hylton	\$899.53
Robin Diaz	\$897.74
Tiffany Roland	\$893.84
Falelei Naititi	\$891.16
Daniel McMahan	\$888.52
Jeremy Gray	\$887.37
Kris Lloyd	\$886.99
Gary VanErt	\$885.09
Amanda Niss	\$885.03
Heather Putman	\$883.39
Joseph Moskwa	\$882.82
Everett Law	\$880.95
Yuan Li	\$874.27
Charles Byrd	\$870.12
Terrence Wicks	\$869.18
Aaron Burke	\$868.05
Zachary Wesseling	\$866.94
Brock Adams	\$865.22
Shaun Wilhelm	\$851.32
Eleni Evala	\$850.61
Robert Lymart	\$850.00
Iperfection Harris	\$849.02
Jack Dolzadelli	\$847.66
Ammon Riordan	\$842.18

QUALIFIER	BONUS*
Dustine Craig	\$838.78
David Montgomery	\$835.77
Nene Emesih	\$820.19
Richard Haden	\$817.68
Roghie Hassanloo	\$817.37
Andrew Stinnett	\$817.30
Linda Linsenbarth	\$815.06
Michael Yootheimer	\$812.35
Amanda Chizmadia	\$810.51
Mary Daly	\$810.07
Richard Klatt	\$809.95
Robert Kaminski	\$808.23
Dustin Klingebiel	\$802.54
Charlene Rubio	\$801.56
Karen Brown	\$800.32
Andrina Scott	\$799.76
Warren Mansell	\$797.45
Marela Wringi	\$796.99
Scott Shepherd	\$796.64
Richard Brooks	\$795.61
Sapna Dhawan	\$791.77
Amber Frederick	\$790.44
Nicola Beccia	\$789.73
Henry Getty	\$782.60
Taneshia Solomon	\$777.86
Benjamin Kersey	\$777.80
Roger Melton	\$774.47
Shane Thomas	\$773.73
Katherine Cullen	\$773.64
Jason Welsh	\$768.77
Ana Torres	\$768.69
Rodney Boot	\$767.52
Demetrius Carroll	\$766.77
Scott Merced	\$764.76
Brenda Wallace	\$762.36
Craig Garcia	\$759.17
Scott Cooksey	\$757.26
Dale Meyer	\$756.23
Adam Shusheski	\$755.11
Lesley Reynolds	\$754.67
Dewey Lewis	\$752.95
Veronica Lara	\$752.80
Alberto Pirela	\$745.53
Robert Parks	\$742.41
Joseph Simon	\$742.35
Tanya Andrews	\$741.32
Richard Sprigg	\$738.55
Juliya Purington	\$733.48
Ineida Andrade	\$732.92
Maria Arias	\$730.58
Justin O'Reilly	\$727.45
Melchisedech Doh	\$728.49
John Featherson	\$718.76
James Hurlburt	\$717.85
Richard Manua	\$716.36
Dana Beveridge	\$714.70
Mark Guiley	\$714.55
Kathryn Summers	\$714.12
Keith Kirchner	\$714.11
Dwayne Powell	\$711.56
Ryan LeBaron	\$710.71
Patricia Davies	\$710.13
James Charron	\$706.89
Jim King	\$703.21
Lydia Garcia	\$702.80
Ryan Curry	\$702.65
Richard Braden	\$702.09
Timothy Matteson	\$701.17
Juliana Jones	\$701.04
David Valdez	\$700.07
Colleen Graham	\$694.99
Reynaldo Singson	\$692.81
Cynthia Wallace	\$684.71
Tauaipolu Seumanufaga	\$683.61
Chi Vu	\$680.54
Leroy Martinez	\$679.83
Catherine Hamilton	\$678.17
Amanda Staples	\$676.92

# New Agent Bonus

QUALIFIER	BONUS*
Lindsay Bennett	\$676.15
Ronald Hefner	\$664.88
Justin Holloway	\$661.85
Jeremy Ragan	\$657.66
Abdenacer Boudjema	\$657.57
Steven Rogers	\$657.30
Jeff Debiak	\$656.93
Travis Hileman	\$655.43
Longo Vaatiuola	\$655.30
Jacqueline Johnson	\$652.67
Kevin Knight	\$650.77
Jeremy Engrav	\$650.09
Michelle Acker	\$649.74
Nana Fonoti	\$648.48
Andrew Kalshian	\$644.26
Michael McCarthy	\$643.74
Charles Hutchins	\$639.79
Lee Jeffers	\$637.65
James Prata	\$637.59
Andrew Poulter	\$632.47
Michael Knapp	\$625.38
Eric Fahselt	\$624.93
Elias Mercado	\$622.34
Jason Meetsma	\$622.28
J C Hyatt	\$617.33
Leah Larson	\$616.36
Anthony Barnett	\$614.99
Peter Laxton	\$613.09
Ashley Oregon	\$611.47
Andrew Fryer	\$608.91
Tracy Hicks	\$604.64
Gregory Myers	\$603.21
Charles Fontana	\$600.09
Amie Adams	\$599.64
Matthew Dean	\$597.13
Robert Drake	\$592.27
Adam Whitaker	\$592.20
Stephan Siemens	\$590.97
Anthony Mitchell	\$590.55
Huihua Wu	\$587.70
Christopher Rogers	\$582.10
Jamie Zeigler	\$579.61
Anthony Balsano	\$578.76
April Cullen	\$577.84
Victoria Lawson	\$577.40
Daniel Harrison	\$576.34
Brian Wolchok	\$575.77
Peter Pulepule	\$575.04
Christopher Babel	\$574.39
Tupou Lauifata	\$572.39
Lorie Keller	\$570.53
Christopher Vasu	\$566.11
Timothy Velky	\$565.55
James Allen	\$565.34
Matthew Lukesh	\$561.21
Alvin Ashe	\$559.73
Oscar Castro	\$558.75
Hans Koning	\$556.67
Matthew Wilhelm	\$554.44
Jerell Little	\$554.34
Gregory Easley	\$552.20
John Szoka	\$549.75
Danielle Jankowski	\$543.60
Adrian Kennedy	\$543.56
Michael Washburn	\$539.29
Erna Powell	\$535.48
Deborah Anderson	\$535.13
Cliffon Reddick	\$534.12
Sam Fangmeyer	\$532.16
Michelle Faber	\$524.94
Lesley Lancaster	\$522.01
Christopher Hartnett	\$518.25
John Harrison	\$517.52
Jarrod Turner	\$516.70
Shaun Jackson	\$514.22
Carlo Sgambelluri	\$512.95
Matthew Smith	\$512.23
Julio Carrillo	\$507.84

QUALIFIER	BONUS*
Lamar Oliver	\$507.62
Jelsamina Koepf	\$505.87
Debra Mikel	\$505.64
Stephen Hitron	\$502.15
Donald Tartaglia	\$501.15
Heidi DeMont	\$500.97
Rashad Royster	\$499.16
Scott Fenton	\$498.67
Amy Buskas	\$497.55
Jacob VanGunda	\$495.94
Averyll West-Washington	\$494.06
William Taylor	\$489.36
James Nunnery	\$488.24
Mele Palelei	\$484.26
Brian Vickerman	\$481.76
Nelson Sprague	\$480.29
Randal Krape	\$473.48
Frantz Mirassaint	\$469.98
Darin Hershfeldt	\$465.57
David Nagele	\$461.27
Ulysse Labelle	\$461.24
Kirk Tubbs	\$460.17
Richard Blake	\$457.00
Alejandro Alonso	\$456.10
Ruth Frazier	\$456.07
John Lucio	\$455.86
Shawn Manaher	\$454.76
Harry Liu	\$454.14
Cameron Holeda	\$453.44
Selina Asiana	\$452.33
Devaun Mooney	\$451.60
Stacy Taylor	\$451.54
Christopher Gestson	\$451.33
Yolanda Palmer	\$451.09
Pineula Fuimaono	\$450.69
Keith Smith	\$449.09
Theresa Coleman	\$448.51
Mathew Noreto	\$446.09
Mathew Bunderson	\$442.76
Matthew Krapf	\$441.12
Dwight Green	\$439.89
Sage Grigsby	\$439.58
Ryan Kargol	\$438.62
Clayton Hewlett	\$435.57
John Olson	\$433.56
Corby Jespersen	\$429.96
Rachael Gibbs	\$419.70
Rohini Sharma	\$418.97
Jackie Alston	\$418.82
Scott Jenkins	\$418.63
Michael Smith	\$416.97
James Erickson	\$414.24
Mark McClatchey	\$413.72
Derek Nielsen	\$412.07
Shaelagh Legus	\$411.49
Shawn Johnstone	\$408.89
Michael Levitt	\$407.36
Christi Cooper	\$407.25
Tingting Liu	\$406.02
Jonut Ghiur	\$404.90
Clara Robinson	\$402.34
Derron Cornwall	\$401.08
Lazarus Echeta	\$399.57
Kristen Caskey	\$398.71
Stephen Kubiak	\$397.91
Gurmeet Kler	\$397.58
Andrew Antonini	\$396.46
Hernando Guzman	\$395.21
Ghina Malaney	\$394.56
Terrence Maher	\$391.86
Jamie Brown	\$391.50
Angela Duran	\$389.37
Aaron Gebke	\$387.26
Donald Christie	\$386.50
Mohamed Abdelkader	\$378.71
John Paul	\$377.90
Wesley DeValk	\$377.58
James Cascorri	\$375.67

QUALIFIER	BONUS*
Athar Sheikh	\$375.23
Russel Reilly	\$373.14
Al Williams	\$372.10
Dean Peters	\$371.10
Darren Cureton	\$369.59
Willison Price	\$368.61
Roger Rosa	\$366.89
Martha Obstalecki	\$366.76
Rita D'Amato	\$365.39
Bradly Larsen	\$363.12
Ronald Cox	\$361.63
Torey Mayfield	\$361.58
Andre VanOyen	\$361.00
Justin Horton	\$360.70
Tyler Ramsey	\$360.19
Terry Knudson	\$357.94
Natalia Kiraly	\$356.16
Jerald Tetreault	\$355.75
Sophia Guerrero	\$351.24
Bryan Grawel	\$349.62
Brian Fernandez	\$348.91
Clinton Packo	\$346.59
Flavia Brakling	\$343.25
Kamel Said-Mansour	\$341.59
Christine SanPedro	\$340.82
Harrison Oura	\$339.90
Jhoanna Enriquez	\$339.84
Thomas Castor	\$338.23
Joseph Bayer	\$337.12
Lora Stevens	\$335.32
Tejinder Singh	\$335.07
Jonathan Schaller	\$334.00
Rowel Castellones	\$332.95
Dean Baham	\$331.85
Tamara Varioukhina	\$330.23
Raymond Taylor	\$329.50
Ryan Whorley	\$328.35
Jessica Patton	\$325.88
David Melcher	\$325.42
Louis Zamudio	\$323.77
Kimberly Fitch	\$322.75
Peter Pitale	\$322.55
Kelia Rogers	\$321.34
Deonica Culberson	\$317.53
Timothy Riebe	\$316.56
Jashua Pelka	\$315.62
Ryan Wagner	\$315.25
Aaron Hubbard	\$314.01
Craig Foreshew	\$313.60
Charles Stutz	\$313.33
Fauna Branigan	\$312.97
John Charlton	\$312.95
Tu Nguyen	\$309.99
Benton Tong	\$309.90
Jasmyrn Hironaka	\$309.33
Dawn Bonner	\$309.26
Christopher DeFord	\$304.74
Brahim Guenaoui	\$303.44
Honeylet Penaredonda	\$303.11
Nick Podhradsky	\$301.48
John Perry	\$300.68
Lee van Deift	\$298.59
Keith Daser	\$296.55
Marcell Graham	\$291.30
Larry Payne	\$290.33
Eric Clock	\$289.57
Travis Brown	\$288.70
Khemvisay Likay	\$288.34
Michael Williams	\$288.26
Aaron Malave	\$287.99
Jeffrey Yazwa	\$287.89
Wayne Coulombe	\$286.62
Aaron Haskins	\$286.27
Robert Granzow	\$285.94
Cody Christian	\$284.81
Warren Bowen	\$284.16
Amanda Koester	\$283.23
Jason Kohlscheen	\$281.65

# New Agent Bonus

QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*
Dennis Fulton	\$94.26	Kelly Anne Zacharias	\$69.36	Nick Kurceba	\$56.86	Leopoldo Espallat	\$51.19
Andrew Quелlette	\$93.72	Frank Carroll	\$69.26	Jeffrey Hunter	\$58.85	Robert Adler	\$51.12
Brent Bissett	\$93.73	Mathew Davies	\$69.20	King Gipson	\$58.75	David Mellies	\$50.70
Michelle Adjiri	\$92.76	Loren Sickles	\$69.03	Peter Leung	\$58.59	Douglas Mai	\$50.60
Richard Conklen	\$91.75	Cyprian Orji	\$69.00	Calvin Bledsoe	\$58.41	Anthony Prasad	\$50.39
Shane Wallman	\$91.29	Mohammed Louni	\$68.94	Michael Chatman	\$58.36	Scott Tirone	\$50.36
Korinna Spanos	\$91.20	Edgar Carter	\$68.65	Ami Reynaga	\$58.35	Randy Calero	\$50.35
Vanessa Thomas	\$90.99	David Black	\$68.10	Clay Whiteside	\$58.33	Mae Cruz	\$50.25
Tomasz Gorecki	\$90.88	Ryan Williams	\$68.10	Robyn Barnett	\$58.20	Donald MacAulay	\$50.25
Carolyn Gass	\$90.72	Zenodie Freeman	\$68.07	Alyssa Hronowski	\$58.16	Jennifer Allen-Perry	\$50.20
Brenda Thedford	\$90.38	Steven Diorio	\$67.65	James Garnett	\$58.13	Daniel Marshall	\$50.16
Brigitte Maloney	\$90.30	Ninnette Hunt	\$67.40	Samu Pelesasa	\$58.11	Ronald Thomas	\$50.14
Jerren Hughes	\$87.63	David Frissell	\$67.36	Anthony Padlo	\$58.06	Joel Alfano	\$50.00
Darryl Lim	\$86.56	Trevor Golding	\$67.36	Adriana Ramirez	\$57.91	Cliff Kearsley	\$50.00
Elizabeth Fitzgerald	\$86.26	Yimin Tian	\$67.35	Carol Rodgers	\$57.91	Ali Bounassif	\$46.80
Justin Rubin	\$86.01	Theodore Rainey	\$66.96	Deborah Lowmaster	\$57.75	Constance Olive	\$44.47
Jeffrey Roberts	\$85.74	Steven Crawford	\$66.60	Spencer Brown	\$57.68	Jenna Holt	\$41.40
Mark Lowes	\$85.72	Jose Ramirez	\$66.25	Andrea Montenegro	\$57.51	Sammy Fields	\$40.85
Daniel Hobson	\$85.64	Qian Li	\$66.00	Matthew Gerson	\$57.46	Ajay Dheer	\$40.65
Donald Bayly	\$85.63	Lawrence Luchetti	\$66.00	Katie Hirsch	\$57.45	Anne Humphreys	\$39.87
Scott Audrain	\$85.21	Stephanie Mullen	\$65.91	Gregory Miral	\$57.45	Rafael Urgino	\$39.29
Stephen Locklear	\$84.58	Dendre Wilson	\$65.89	Kevin Mosher	\$57.45	Evan Holzhauser	\$39.18
Scott Lassiter	\$84.41	Christine MacKenzie	\$65.70	Brock Graff	\$57.43	Albert Lau	\$39.18
Dmitry Kagan	\$83.76	Emmanuel Poukpa	\$65.17	Tosca Johnson	\$57.34	Shandra McIntosh	\$37.01
Trisha Murphy	\$83.66	Amanda Noth	\$65.01	Cathy Atkins	\$57.22	Leah Kamman	\$33.82
Lindsay McCarthy	\$83.60	Christine Zeiders	\$65.01	Martin Gibbons	\$57.02	Andrew Gursky	\$32.02
Maria Flores	\$83.43	Evan Moore	\$65.00	Fenton Graham	\$56.97	Jonelle Jones	\$31.36
Eric Caswell	\$82.90	George Eid	\$64.50	Wendy Weger	\$56.94	Palwinder Hansra	\$30.61
Lanella Pennington	\$82.38	Garrison Glenn	\$64.48	Natalie Wagner	\$56.40	Christina Barton	\$30.25
Marcus Stephens	\$82.22	Angel Platero	\$64.45	Phoutone Kingvilay	\$56.32	Brian Cobbin	\$29.97
Tara Carswell	\$82.20	Ben Sidelinger	\$64.21	Bryan Hillie	\$55.72	Bill Duncan	\$29.46
Vanz Council	\$81.99	Stephanie Sweet	\$64.04	Reginald Flynn	\$55.40	Michael Pappas	\$25.76
Daryl Smith	\$81.90	Mark Coleman	\$63.87	Sabrina Smith	\$55.48	Luis Rivera	\$23.08
Amanda Savage	\$80.18	Choo Yaj	\$63.65	Theresa Benson	\$55.42	Luay Ghawi	\$15.81
Robert Romich	\$79.90	Nelia Diaz	\$63.62	Samuel Griffith	\$54.75	Peter Lilalliomaiava	\$16.75
Danielle Crowley	\$79.85	Johan Andrews	\$63.45	Karri Nagel	\$54.75	Mariam Thiamdemba	\$10.57
Chad Derrick	\$79.35	Phillip Major	\$63.38	Matthew Yates	\$54.67		
Cory Neville	\$79.35	Gabe Ionescu	\$63.25	Gina Statham	\$54.50		
Genine Schultz	\$79.25	Daniel Neumeier	\$63.23	Steven Brossart	\$54.45		
Darryl Washington	\$79.15	Griselda Grodotz	\$62.98	Krishnamurthy Ramakrishna	\$54.40		
Federico Zuniga	\$78.99	Daniel Burnell	\$62.75	Nancy Rojas	\$54.34		
Gregory Brown	\$78.81	Brian Field	\$62.70	Meagan Rood	\$54.33		
Randall Mardis	\$78.63	Nicole Ruffin	\$62.55	Olusola Sogunro	\$54.28		
Darryl Riley	\$78.05	Robert Taylor	\$62.47	Reginald Christar	\$54.10		
Lucian Andrei	\$76.80	Lakisha Bryant	\$62.41	John Hepl	\$54.08		
Alequenzo McClurkin	\$76.65	Debra Koch	\$62.40	Robert Dunn	\$54.07		
Epi Partsch	\$76.61	George Horning	\$62.34	Miriam Posada	\$54.01		
Jason Iwikau	\$76.58	Jane VanHohen	\$62.18	Jonathan Gibbs	\$54.00		
Sandra Whiting	\$75.51	Frederic Charlesbois	\$62.02	Tommy Cyr	\$53.96		
Robert Storm	\$75.40	Daniel Sanchez	\$61.46	Jeffery Eley	\$53.94		
Stuart Lagrone	\$75.06	Franklin Redekop	\$61.41	Marcus Jones	\$53.85		
Melissa Perez	\$74.80	Sally Reading	\$61.28	Robin Andersen	\$53.59		
Regina Blake	\$74.60	Clinton Edgecombe	\$61.17	Leonardo Villalobos	\$53.55		
Mark Myles	\$74.53	Jenna Koenig	\$61.10	Dustin Kitts	\$53.16		
Sheryl Lanham	\$74.42	Keith Holcomb	\$60.86	Robert Negraeff	\$53.14		
William Gruber	\$73.65	Matthew Vangennip	\$60.86	Jennifer Carr	\$53.08		
Xavier Mosley	\$73.41	Bobbie Artwell	\$60.75	Meredith Valentine	\$53.02		
Kevin Wharton	\$72.84	Ungatea Mafileo	\$60.60	Teresa Douglas	\$52.80		
John Stockett	\$72.76	Horst Richter	\$60.60	Kerlida Evans	\$52.80		
Chrissy Fehr	\$72.66	Robert Decker	\$60.54	Jayda Sallis	\$52.80		
Tyler Anderson	\$72.57	James Coyne	\$60.40	Sharon Fritz-Werner	\$52.50		
Derek Wiens	\$72.53	Maryna Danielian	\$60.24	Pamela Herron	\$52.44		
Gwyneth Andrews	\$72.45	Sheila Friedman	\$60.15	Joseph Lechert	\$52.39		
Keith Kirby	\$72.45	Gina Hungerford	\$60.07	Jessica Delgado	\$52.35		
Larry Hinson	\$72.30	Huntley Brown	\$60.00	Jennifer Hewer	\$52.20		
Rebecca Dillon	\$72.29	Dane Kehm	\$59.85	Lindsay Just	\$52.19		
Tyler Reed	\$72.15	Adam Hicks	\$59.84	Heather Gonzalez	\$52.14		
David Baker	\$72.13	David Spence	\$59.75	Bruce Gorsich	\$52.00		
Ricardo Lopez	\$71.85	Theresa Sellers	\$59.70	Eloise Hearn	\$52.00		
David Gable	\$71.80	Keneti Vai	\$59.60	Benjamin Repman	\$52.00		
Waseem Jarche	\$71.48	Mike Rewitzer	\$59.55	Kelsey Springer	\$52.00		
Jennifer Kerwin	\$70.94	Huey Sullivan	\$59.50	Ion Gary	\$51.99		
James Rolshouse	\$70.66	Valerie Isenberg	\$59.46	Wisnaud Sainval	\$51.90		
Meuy Saelee	\$70.39	Mark Pochman	\$59.46	Kristen Ward	\$51.81		
Miranda Graham	\$70.20	Gail Arundale	\$59.37	Nickolas Kloster	\$51.74		
Consuela Rice	\$70.20	Jeffrey Stone	\$59.17	Brenda Walker	\$51.60		
Amy Jones	\$69.97	Adebimpe Akinnin	\$59.09	Tim Cobb	\$51.38		
Edwin Sofer	\$69.65	Gregory Eubanks	\$59.08	Jessica Burgess	\$51.29		

**Total Bonuses Paid Out**  
**\$428,563.90**

# New Agent Bonus

QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*
Chase Nolte	\$281.60	Tiffany Silver	\$272.15	Huihann Wee	\$178.36	Heysol Buitrago	\$125.40
William Kittredge	\$280.77	Michael Knight	\$271.13	Shelley Jarrett	\$177.44	Robert Combe	\$125.04
Martin Heyne	\$280.26	Timothy Coleman	\$270.76	Nicholas Credo	\$176.45	Terrance Schnarr	\$124.70
Tedra Brown	\$279.43	James Wagar	\$270.46	Joseph Correll	\$175.94	Fadhel Mesfar	\$124.06
Brett Casey	\$279.31	Michael Liskay	\$219.59	Mynga To	\$173.56	Trevor Russell	\$123.97
Jeffrey Bickel	\$277.73	Lan Tran	\$218.77	Zanrong Yao	\$173.31	Prince Agyapong	\$123.75
Maryse Garipey	\$277.72	Mohammad Ebadi	\$218.56	Jonathan Swink	\$171.48	Margarita Kagan	\$123.62
Gabriel Livramento	\$277.17	Michelle Jones	\$216.32	Lucas Balderson	\$170.74	Vaughn Douglas	\$121.94
Justin Henry	\$276.48	Jellyann Escobar	\$216.10	Joseph Ponton	\$166.50	David Doub	\$121.39
Adrian Reid-Cowell	\$276.37	Megan Bruce	\$215.40	Ryan Waters	\$166.44	Shane Sekiya	\$121.39
Daniel Jones	\$274.36	Robert Johnson	\$215.10	Justin Traver	\$165.68	Elizabeth Toller	\$120.77
Norma Sauls	\$273.69	Dawna Doering	\$214.80	Lisa Tollard	\$164.18	Michael Hynes	\$120.70
Jennifer Bilodeau	\$272.29	Kelly Munoz	\$213.99	Martin McCarthy	\$163.76	Theodore Morris	\$120.10
Eugene Hines	\$271.47	Tahina Richards	\$213.87	John Baader	\$163.56	Nivaga Numiamal	\$119.83
Ty Jacobsen	\$271.03	John Elgert	\$213.47	Tamika Trippiel	\$160.93	Brent Lerch	\$119.02
Jason Filz	\$270.49	Travis Brock	\$212.36	Lee Winterberg	\$160.59	David Zacher	\$118.43
Peter Havens	\$268.50	Gevorg Yanukyan	\$211.91	Olurinke Waddell	\$160.56	Bizhan Zarriz	\$118.00
Hana Ahmed	\$267.82	Thomas Harris	\$210.25	Krystal Peterson	\$160.23	Brian Head	\$117.67
Kelly Irwin	\$267.45	Cesar Radu	\$209.72	Eric Kiefer	\$159.35	Christian Richards	\$117.04
Jennifer Randolph	\$267.20	Candace Salt	\$209.65	Amanda Michael	\$158.19	Matthew Dunbar	\$117.00
George Cornias	\$266.55	Robert Scharfenberg	\$208.42	Adam Schwartz	\$157.58	Maria Chavez	\$116.41
Judy Carter	\$266.08	Young Tae	\$208.42	Sara Ibanez	\$157.36	David Harrington	\$115.77
Avinash Shankar	\$265.36	Wynelle Coleman	\$207.78	Hydia Green	\$157.33	Kathryn Chaisson	\$115.39
Amy Nguyen	\$265.15	Susan Coffey	\$207.71	Randie Mallory	\$157.05	Araceli Laguna	\$114.60
Jason Smith	\$263.14	William Jones	\$207.10	Edward Webb	\$157.03	Karrie Lake	\$114.60
Kate Verhelst	\$261.36	Sarah Riley	\$206.32	Kenneth Bowman	\$155.99	Arnulfo Ortiz	\$114.09
Brian Lee	\$261.21	Beau Vantine	\$205.07	Ryan Hess	\$155.40	Collen Kissinger	\$113.76
Johnny Yang	\$260.95	Arjai Jackson	\$204.82	Blake Higuchi	\$155.14	Justin Reese	\$113.59
Jonathan Winesett	\$260.00	Mishka Patrick	\$204.28	Matthew Hickling	\$155.01	Melissa Thew	\$113.49
Margaret Davidson	\$258.45	Michael Marion	\$203.98	Megan Wlazlak	\$153.73	Kevin Copperwheat	\$113.30
Michael Saklewicz	\$258.34	Cynthia Brinson	\$203.67	Carlo Bonifazi	\$153.60	Kenneth Avery	\$113.12
Kirina Deelman	\$258.32	Phyllis Powers	\$203.32	Zakee Wadood	\$153.33	Jessica Hutchinson	\$112.44
Wayne Ulrich	\$256.41	Brian Hooper	\$203.14	Jeremy Huntley	\$153.01	Alexander DiMauro	\$112.41
Milton Garlick	\$256.26	Stefanie Stanberry	\$202.88	Archie King	\$152.56	Carla Elkins	\$112.31
Romaro Crowder	\$256.00	Angela Smith	\$202.82	Tyler Neether	\$150.60	Frederik Moerdyk	\$111.92
James McCollum	\$255.45	Linda Leach	\$201.76	Dillard Davis	\$150.59	Monica Boulanger	\$111.87
John Treichlar	\$253.62	Evan Ramage	\$201.33	Ashlynn Orng	\$148.92	Derrick Sanders	\$111.86
Belinda Ellis	\$250.87	William Allen	\$199.93	Johne Smith	\$148.46	Brandon St. Michel	\$111.52
Elizabeth O'Mara-Auglar	\$250.42	Kamal Patel	\$198.18	Cameron Lewis	\$147.54	Maria Doblado	\$111.51
Alfredo Ramirez	\$249.87	Bradley Urquhart	\$198.09	Eddie Kwong	\$146.40	Stela Meloche	\$111.44
Lawrence Wolff	\$249.35	Eric Ferdinandwalters	\$198.01	Collin Germann	\$145.85	Shafiq Afzal	\$111.01
Joshua Radtkin	\$247.69	Amanda Tenorio	\$197.75	Oscar Chavez	\$145.84	Natalya Sorokin	\$109.84
Alvia Long	\$246.99	James Ward	\$197.56	Lyndsey Hall	\$145.67	Donovan Westhaver	\$109.35
Charlotte Slater	\$245.43	Kerri Kdan	\$196.76	Mark Lefever	\$145.09	Jamie Christopher	\$109.21
Afshin Faridani	\$245.11	Tara Karver	\$196.72	Che Zong	\$144.92	Martin Lohezic	\$108.44
Jeremy Muzzy	\$244.46	Jessa Fiske	\$196.12	Benjamin Nielsen	\$144.55	Zachary Weimer	\$107.72
Syhouno Thao	\$244.19	Brian Bowyer	\$195.15	Benjamin Lyda	\$142.38	Cheryl Bacca	\$107.46
David Perry	\$242.92	Cameron Wiebe	\$194.70	Edward Ward	\$141.45	Joanna Mehaffey	\$107.30
Damien Cannaday	\$242.45	Liviu Mercea	\$194.76	Christopher Odetunde	\$141.15	Yevgeniy Krasotin	\$106.75
Autumn Rose Driscoll	\$241.68	Crystal White	\$193.33	Ron Hallman	\$140.73	Deborah Paclon	\$106.72
Thomas Racobaldo	\$241.62	Damien Brodie	\$192.61	Jack Chaney	\$140.40	Wills Weyman	\$106.26
Joshua Weitzel	\$240.60	Oliver Nunez	\$192.55	Keith Litterst	\$139.78	Terrence Ennenbach	\$106.03
Samila Tavara	\$240.12	Michael Polzee	\$192.17	Jon Clark	\$139.50	William Santiago	\$105.89
Claudia Zavala	\$239.22	Andrew Hudak	\$191.97	Jon Selby	\$139.32	Jerry Knie	\$105.50
Anthony Angu	\$238.56	Anthony Williams	\$191.86	Nita Lajoie	\$138.75	Lucas Rekdahl	\$105.45
Wade Plante	\$237.66	Timothy Krueger	\$191.17	Jason Glenn	\$138.17	Sofia Timeva	\$104.88
Kari Jones	\$237.35	Jennifer Schwartzfeger	\$191.18	Margarita Smith	\$136.75	Gene Williams	\$104.73
Oladimeji Adedire	\$237.33	Joseph Faber	\$190.74	Ikumi Halverson	\$136.42	Michael Gruber	\$104.57
Jonathan Chartrand	\$237.24	Asomabu Tusi	\$190.56	Mitchell Johnson	\$136.22	Masina Mariner	\$103.29
Anup Patel	\$237.22	Jason Aquilante	\$188.83	David Schneider	\$135.19	Catrina Schwergel	\$102.94
Karol Kalinowski	\$235.91	Hussein Berro	\$187.50	Nedry Gutierrez	\$134.89	David Randall	\$102.53
Jason Lawrence	\$235.60	Deborah Damell	\$187.05	Natalie Perkins	\$134.66	Chalye Widener	\$102.40
Maria Flores	\$232.38	Fenel Merisier	\$186.06	Kristopher Moore	\$134.22	Daniel Lesniak	\$102.33
Lorin Owen	\$232.36	Leah Ishigo	\$185.80	Jacinda Gist	\$133.97	Oleg Sirghil	\$101.60
Deborah Walsh	\$231.98	Gregory Rook	\$185.55	William Matthews	\$132.91	Antoine Le	\$101.54
Donald Lacy	\$230.87	Jeffrey Hander	\$185.03	David Moore	\$131.95	Dawn Garcia-Corona	\$101.47
Jennifer Farrell	\$230.68	James Terrill	\$184.96	Nicole Dudin	\$131.92	Carie Franks	\$100.59
Michael Davis	\$227.18	Charleston Brown	\$184.81	Daniel Scoggins	\$130.91	Christian Miller	\$100.30
Comie Bueckert	\$226.13	Dominique Dumas	\$184.59	Dustin Dunbar	\$130.00	Cara Defiore	\$99.25
Douglas Schommer	\$225.99	Eustace Kamanja	\$183.90	Karen Rodriguez	\$129.94	Tina Lantz	\$99.17
Casey Smiles	\$225.51	Devron Campbell	\$183.57	Cheryl Pegues	\$129.31	Jason Cohen	\$98.85
Oiga Merezchnikova	\$225.01	Pao Vue	\$181.98	Dorian Shine	\$128.75	Shane Schuessler	\$98.85
Stacha Straight	\$224.56	Braddon Mackey	\$180.73	Dora Elmose	\$128.43	Matthew Watson	\$98.27
Micah Arnold	\$223.76	Riad Benyoub	\$180.63	Shamika White	\$128.39	Dawn Bahr	\$98.13
Darrin Brown	\$223.52	Karen Persa	\$180.46	Craig Isidore	\$126.79	Louis Paganucci	\$95.60
Dwayne Luke	\$223.38	Rachel Smith	\$180.43	Earl Leonhardt	\$126.45	Sonja Williams	\$95.04
Jessica Gowanlock	\$222.94	Destiny Gore	\$179.34	Jonathan Barolet	\$125.94	Donald Merritt	\$94.99
Pablo Pirela	\$222.51	Eric Wegner	\$178.88	Jake Sheridan	\$125.51	Michael Hamilton	\$94.62